Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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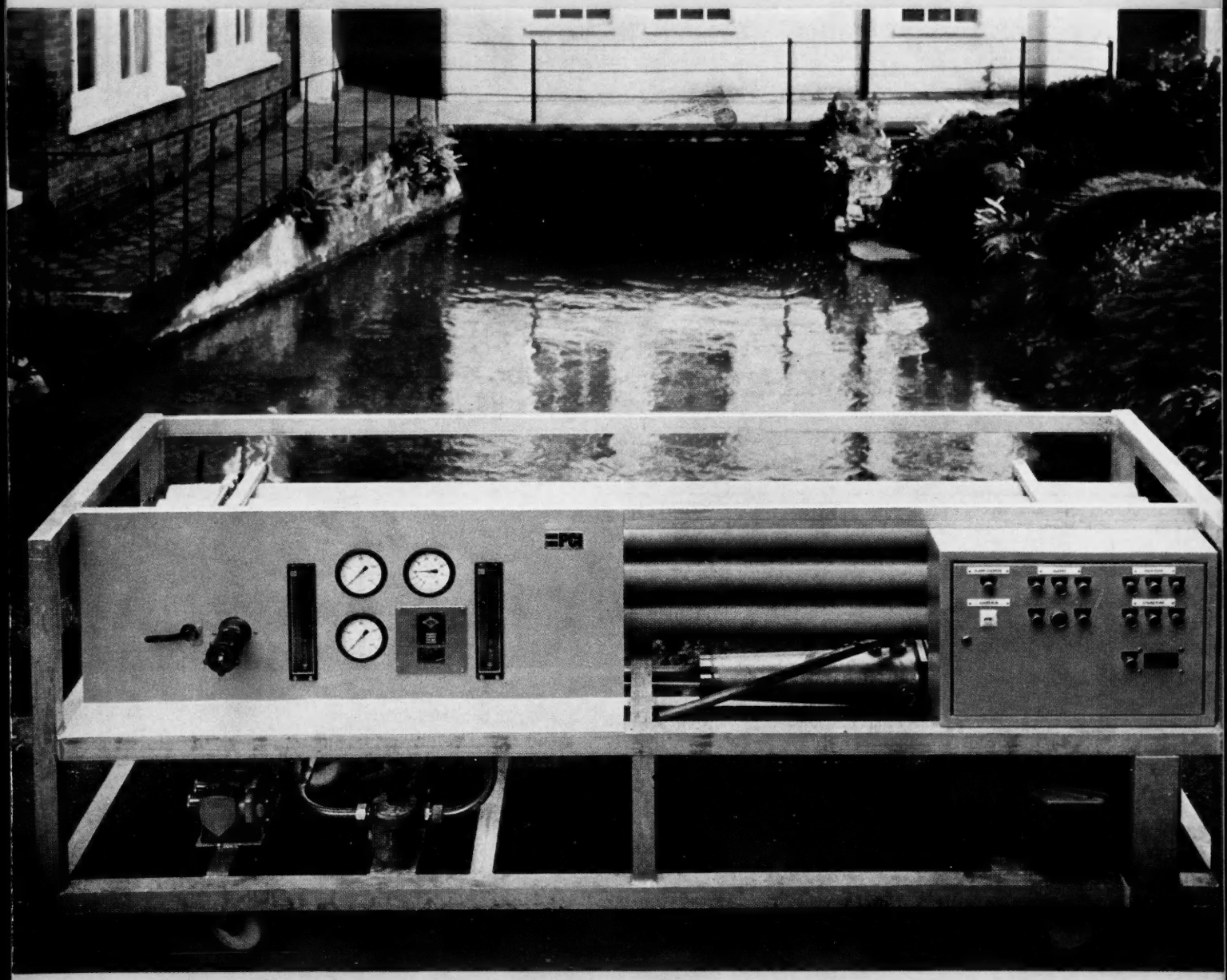

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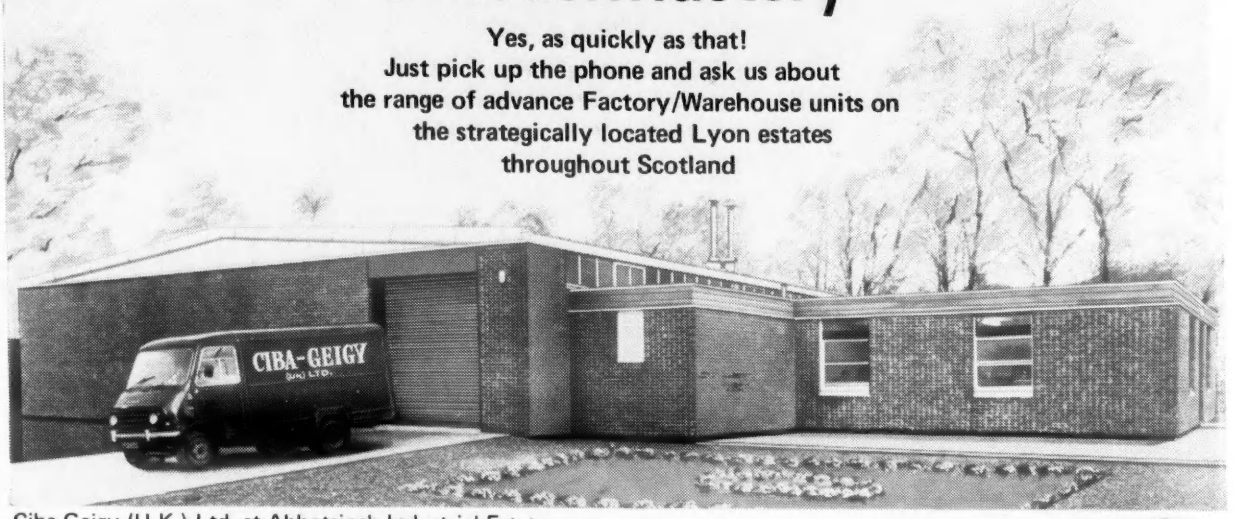
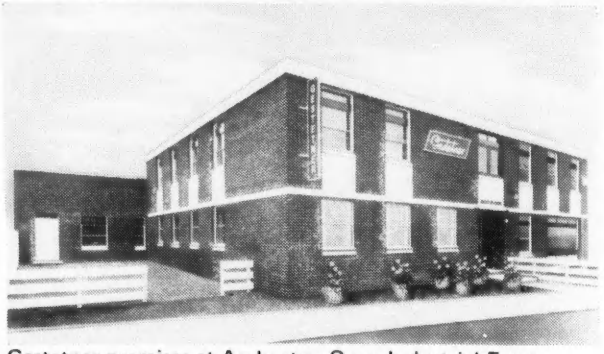


Ciba-Geigy (U.K.) Ltd. at Abbotsinch Industrial Estate.



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Trade and Industry

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Front cover photograph

A small standard Reverse Osmosis unit of the type now manufactured by Paterson Candy International. The equipment is available for applications ranging from supplying small communities with portable water to the concentration and separation of nutritive liquors in the food and pharmaceutical industries. One of these will be shown in operation at the Basle Pro-Units Aqua Pro-Vita Exhibition (June 18 to 12).

LATE ANNOUNCEMENT

Anglo-Argentine Trade Talks

Talks took place in London from May 20 to 26 between an Argentine Trade Mission headed by His Excellency Dr. Emilio Gomez Luengo, Under Secretary for Foreign Trade, and a delegation of British officials led by Mr. W. Hughes C.B., Deputy Secretary at the Department of Trade and Industry.

The main purpose of the talks, which were held at the request of the Argentine government, was to discuss the trade between the two countries and the likely impact of the new British levy arrangements upon Argentine exports of agricultural produce.

The Argentine Mission drew attention to the falling trend in their country's bilateral trade surplus with Britain and made a number of suggestions designed to achieve improved outlets in the British market for Argentine produce, especially meat and cereals. They also asked for the lifting of the restrictions imposed on health grounds by the United Kingdom government on imports of sheep meat and pig meat from Argentina.

The British delegation explained that the interim levy arrangements which had been under discussion with the Argentine and other governments since last autumn, had now become law and were being brought into operation in July 1971. They undertook, however, to consider various of the suggestions put forward by Dr. Gomez Luengo's mission and to give effect to them to the fullest extent possible. As to import restrictions on sheep and pig meat, they informed the Argentine mission that, following technical discussions between the veterinary authorities of both countries, the British government had now agreed, subject to the usual public and animal health requirements, to issue licences for the importation of boneless mutton and lamb from Argentina Tierra del Fuego.

The talks were conducted in the friendly spirit traditional in commercial relations between the two countries. The two delegations agreed that further talks should be arranged as necessary from time to time in the light of experience of the levy arrangements and the development of Anglo-Argentine trade.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	*Last Published*
Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	28 April 1971
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	24 Mar. 1971
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	10 Mar. 1971
UK balance of payments (Q)	10 Mar. 1971
Bankruptcy orders (Q)	5 May 1971
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	28 April 1971
Industry's capital expenditure (Q)	21 April 1971
Catering trades turnover (M)	19 May 1971
Chemicals industry (Q)	26 May 1971
Companies:	
Acquisitions and mergers (Q)	19 May 1971
New companies registered:	
Gt. Britain (M)	26 May 1971
N. Ireland (M)	28 April 1971
Computers:	
UK computer market (Q)	This week
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	12 May 1971
International trade credit (A)	14 April 1971
ECGD business (Q)	3 Mar. 1971
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods: Deliveries and orders (M)	26 May 1971
Film industry:	
British Film Fund Agency returns (M)	12 May 1971
Cinema admissions and takings (M)	26 May 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	10 Mar. 1971
Footwear industry orders and deliveries (M)	14 April 1971
Foreign trade:	
EFTA trade (Q)	17 Mar. 1971
Industrial countries trade and production (Q)	12 May 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	14 April 1971
Unit value and volume index nos. (M)	26 May 1971
Value of overseas trade (M)	19 May 1971
Value of overseas trade: analysis of trends (Q)	12 May 1971
Gold and convertible currency reserves (M)	12 May 1971
Hairdressing trades turnover (M)	19 May 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	12 May 1971
Industrial building (Q)	28 April 1971
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Industrial production:	
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Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Industry's investment intentions (3 times a year)	20 Jan. 1971
Investment and earnings overseas (A)	7 April 1971
Laundries and dry cleaners turnover (M)	19 May 1971
Machine tools deliveries and orders (Q)	24 Feb. 1971
Man-made fibres:	
Analysis of production (A)	17 Feb. 1971
Analysis of production (Q)	This week
Deliveries (Q)	This week
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Volume of production (M)	28 April 1971
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Car and commercial vehicle production (M)	12 May 1971
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Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
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Retail trades:	
Index nos. (M)	12 May 1971
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Overseas payments and earnings (A)	27 July 1970
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Clothing and textile orders and deliveries (M)	31 Mar. 1971
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Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	19 May 1971
Wool exports (Q)	25 Nov. 1970
Wool output (M)	19 May 1971
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International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	12 May 1971
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	19 May 1971

Department of Trade and Industry Organizations, etc.

Subjects	*Last Published*
Business Monitor titles	31 Mar. 1971
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
British Commercial representatives overseas	7 April 1971
Customs notices of interest to exporters	This week
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	26 May 1971
Index - Jan.-Mar. 1971	26 May 1971
Official receivers offices	20 May 1970
Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	26 May 1971

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SPEAKERS:
K. W. Wedderburn, Professor of Law at London University.
Bruce Reynolds, barrister and lecturer.
Alan Pardoe, lecturer.
Eric Wigham, sometime labour correspondent of *The Times* and a member of the Donovan Commission.
J. C. Wood, Professor of Law at Sheffield University.
Kenneth Baker, M.P., Parliamentary Private Secretary to the Minister of State at the Department of Employment and Productivity.
Martin Y. Cobb, deputy director, labour relations, the CBI.
George Doughty, general secretary of the Draughtsmen and Allied Technicians Association.
Eric S. Heffer, M.P., front bench spokesman.
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BRITAIN AND THE EEC – 3

The European Coal and Steel and Atomic Energy Communities

Whenever the Common Market is mentioned most people think of the European Economic Community (EEC). In fact there are three European Communities – the EEC, the European Coal and Steel Community (ECSC) and the European Atomic Energy Community (EURATOM). The purpose of this article is to provide information about the two less well known of these – ECSC and EURATOM.

THE EUROPEAN COAL AND STEEL COMMUNITY

History

THE ECSC was created by the Treaty of Paris, signed in April 1951 by the Governments of Belgium, France, the Federal Republic of Germany, Italy, Luxembourg and the Netherlands – the 'Six' as we know them today. It is therefore the oldest of the three European Communities. Ratification of this Treaty was the first step taken by the Six in the long road towards European integration. It was a great act of faith, for in 1951 coal and steel were the two commanding heights of national economies; they provided energy and materials for a vast proportion of industrial activity. They were also the sinews of war. The signatories of the Treaty brought together in a common market the vast bulk of their interests in these industries, and established an international executive authority, known as the ECSC High Authority, for the proper regulation of the Community.

Aims

The aims of the creators of the ECSC are set out in the first part of the Treaty; economic expansion, growth of employment, a rising standard of living and the most rational distribution of production at the highest possible level of productivity while safeguarding continuity of employment and avoiding the creation of deep and lasting disturbances in Member States' economies. To attain these ends, the Treaty provides for the abolition of:

(a) duties and quantitive restrictions (or charges having the same effect) on trade in coal and steel between Member States;
(b) discrimination by producers in prices, delivery terms or transport rates, and any measures which hamper the buyer in the free choice of supplier;
(c) restrictive practices tending towards the collusive sharing or exploitation of markets.

Moreover the Treaty provides for action by the Community over a wide field of activity in the coal and steel industries, including investment, production, wages and movement of labour, transport charges, and commercial relations with non-member countries.

Community Institutions

The Treaty of Paris set up four Institutions to work the Community: the High Authority (the executive body of the Community), the Common Assembly which exercised supervisory powers, the Council of Ministers acting as the link between the Authority and the Government of the Six Member States, and finally the Court of Justice to ensure observance of the Community's rules. These institutions are no longer in being in this form, for in 1967 the Six agreed to merge the ECSC's institutions (and similar ones which had been set up for EURATOM) with those of the EEC. The ECSC's executive body is now the European Commission, the Common Assembly's place has been taken by the European Parliament, a single European Court of Justice has jurisdiction over all three Communities, and there is a common Council of Ministers.

Finance

In order to finance the work of the Community, the Treaty requires that coal and steel producers should pay to the Commission a levy on their production. The levy rate is currently about 0.3 per cent of production value, depending on the product. Some products attract a higher rate than others – for example ingots more than special steels. With these funds and with the money raised by other financial operations, the Commission is in a position to make loans for capital investment programmes in the coal and steel industries, grants for research projects relating to these industries, loans and grants towards retraining or resettlement of redundant coal and steel workers, loans for the provision of housing for workers in the industries, and loans to encourage new industries to set up factories in declining coal and steel areas.

The internal commercial policy of the ECSC – and what it means for the United Kingdom

The rules of the Treaty provide for free trade in coal and basic iron and steel products within the Community. There is a pricing system which provides for controlled competition inside the countries of the Six by requiring producers to publish all their prices at selected basing points. Transport charges also have to be published or notified to the Commission. This will mean considerable changes for our steel, and to a lesser extent, our coal producers and our transport undertakings. Moreover the regulation and supervision of the market will no longer be the responsibility of Government. Our producers will have to follow Community rules on pricing, the administration of which, together with all questions of restrictive practices and market sharing agreements, will be the primary responsibility of the Commission.

The entry negotiations

Since the main negotiations for our entry into the European Communities were opened last year, a considerable amount of work on coal and steel has been done between the United Kingdom side and the Commission in clarifying the differences between the two systems, and defining the ways in which we might adapt. It is not an area where great difficulties are likely to arise. With few exceptions we expect to be able to conform to the provisions of the Treaty and its implementing legislation from the date of accession.

THE EUROPEAN ATOMIC ENERGY COMMUNITY: EURATOM

A new source of energy

By the middle of the 1950's coal had begun to lose its dominance,

(Continued on next page)

BRITAIN AND THE EEC

Previous articles in this series were published in the following issues of *Trade and Industry*:

Britain's application for EEC membership: progress of the negotiations. May 5, 1971.

The Treaty of Rome: an outline of its principal provisions. May 19, 1971.

and it was widely accepted that nuclear power would eventually become a major and competitive source of energy. Many countries were already looking to the time when nuclear power would reduce their dependence on foreign sources of supply to meet their energy requirements. It was against this background that the Treaty setting up the European Atomic Energy Community (EURATOM) was signed in Rome on March 25, 1957 by the Six. Under the Treaty, the Six accepted as a primary objective the creation of conditions for the speedy establishment and growth of nuclear industries, and to achieve this, EURATOM was, *inter alia*, to:

(i) promote and co-ordinate nuclear research for peaceful purposes in Member States and to complement this with a Community programme of research and training;
(ii) ensure the dissemination of technical information;
(iii) establish uniform health safety standards and to ensure their application;
(iv) facilitate capital investment and ensure the creation of the basic facilities necessary for the development of nuclear energy in the Community;
(v) introduce arrangements to ensure that nuclear materials are not diverted to purposes other than that for which they are intended;
(vi) ensure wide commercial outlets and access to the best technical facilities by the creation of a common market in specialized material and equipment, by the free circulation of capital in the field of nuclear energy and by freedom of employment for nuclear specialists within the Community; and
(vii) establish links with other countries and international organizations to foster progress in the peaceful uses of nuclear energy.

In the 14 years of its existence, EURATOM has made progress in all these areas, but not always to the extent originally envisaged. In particular it has not been successful in co-ordinating the national nuclear research and development programmes of Member States. Some of these have been undertaken with minimum reference to it and have overshadowed the EURATOM programmes.

The Community programme

The actual task of promoting nuclear research in Member States and of carrying out the Community's own programme of research and training is entrusted to the Commission. In the 12 years to 1970, about £160 million was expended on nuclear research at the Community's own Joint Research Centre and some £132 million on research contracts placed by the Commission with public enterprises or private firms. The results of this research have been circulated widely to industry within the Community.

The Community research programme is in two parts: the common programme made up of activities of interest to all Member States, and which in future will be financed from general Community funds; and the complementary programme of activities not of general interest, to which Member States contribute financially according to their interest in any of the research projects which it embraces. A new pluriannual programme is under consideration for introduction in 1972 or 1973. This may include some non-nuclear work in fields such as data processing, biology and environmental pollution.

The Joint Research Centre has very extensive facilities for research into most nuclear fields. It consists of four establishments: Ispra in Northern Italy, for general research; Petten in the Netherlands, for the study of nuclear materials; the European Transuranium Institute at Karlsruhe in Western Germany, for the study of plutonium and transplutonic elements; and the Central Bureau for Nuclear Measurements at Geel in Belgium. Some 2,000 highly qualified scientific and administrative staff drawn from all the Member States work side by side in these establishments.

Information

A particularly important function of EURATOM is to facilitate the flow of nuclear information within the Community, in accordance with detailed provisions in the Treaty. Broadly, the Commission is empowered to obtain information on nuclear developments in each Member State and to pass it and the results of its own research programme to would-be users under non-exclusive licence or other appropriate arrangements. There are safeguards to protect the security of information of value for defence reasons and to protect the legitimate commercial interests of inventors.

Health and safety

In order to protect the health of workers and the general public from dangers arising from accidental exposure to nuclear radiation, EURATOM has evolved extensive basic safety standards which have been adopted by Member States.

Safeguards

Another important feature of EURATOM is its system of safeguards control under which the Commission is informed about atomic activities within the Community, in order to ensure that nuclear materials are not diverted from their intended use. During the current negotiations for the enlargement of the Community, Britain has indicated that she will, if she becomes a member, accept the system of control and inspection which applies under the Euratom Treaty, and also that which would apply under any Agreement reached eventually between EURATOM and the International Atomic Energy Agency.

Compensation for EURATOM assets and knowledge

At the start of the negotiations the Community stated that they would expect compensation from the candidate country for access to EURATOM'S facilities and knowledge. We rejected this request and it has been withdrawn. It has been agreed instead that an exchange of knowledge of equivalent value will take place after our entry into EURATOM and the details of this exchange are to be worked out between the Community and ourselves.

The future

Britain has already told the Six that she is ready to accept the EURATOM Treaty in its entirety and the rules made under it; and agreement has been reached between ourselves and the Six on our entry. Accession to the Treaty will clearly bring advantages, as well as imposing obligations of the kind discussed. Britain will be entering an expanding common market for nuclear materials and equipment, and where the potential for nuclear industries and for the production of nuclear energy is enormous. She will have to participate in the Community's common research programme, but will be able to influence the content and to benefit from the fruits of the research. It is probable that some of this research will be carried out in British research establishments, and British scientists will have the opportunity of working at the Joint Research Centre establishments. Although British nuclear industry has developed important links over the years with nuclear industry in the Six, Britain's entry into the Community will undoubtedly facilitate closer industrial collaboration, for instance, by removing tariff barriers, by creating common codes and common practices in various fields and, in the long term, by co-ordinating company law.

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'BEB will bring business experts into direct relationship with Government'

— Mr. Michael Noble

'THE BRITISH EXPORT BOARD is a new idea in Britain,' said Mr. Michael Noble, Minister for Trade, in a speech to the British-American Chamber of Commerce on May 24. 'New at least since the first Board of Trade was set up some 300 years ago. Its purpose is to bring our best business experts in the export field into a direct relationship with Government under the chairmanship of a businessman to direct and control within an agreed financial budget the strategy and tactics of our export machine. It will need courage and faith to make this concept a reality. It will need the demonstration of real independence to attract not only the business members of the Board but also the active support of hundreds of other business people to make this a success. We shall succeed. Our joint efforts will, I am certain, bring a new meaning to full co-operation between industry and government. I do not believe that this type of effective liaison is only possible in Japan.

'The New York Chamber – 51 years old – has watched and survived the Western Hemisphere Export Council, the dollar Export Board, the BNEC. I hope and trust after a few years you will be able to say that the BEB brought the most professional and the most effective brains to bear in promoting British exports to the United States.'

Origin marking of goods

MR. NICHOLAS RIDLEY, Parliamentary Under-Secretary of State for Industry, made the following statement in Parliament on May 24, in reply to a question on the marking of goods to show country of origin.

'Our existing origin marking requirements lapse automatically on November 30. We shall be prepared to impose new ones under the Trade Descriptions Act 1968, where we are satisfied in particular cases that origin information would really help the consumer to select the goods best suited to his needs. However, our experience to date in considering specific proposals suggests that this criterion will rarely be satisfied, outside the field of foodstuffs. Ten countries require origin marking on all imported goods; many more require it in import invoices, but this is not in order to inform consumers.'

Trading results of electronic component show 'could be £70 million'

ALL OVERSEAS records were broken at the International London Electronic Component Show, which closed at Olympia on May 21.

Figures for foreign exhibitors and visitors were the highest ever recorded, and Mr. Peter Middleton, chairman of the Exhibition Committee, said: 'This has certainly pinpointed London as the major European centre for the electronics industry.'

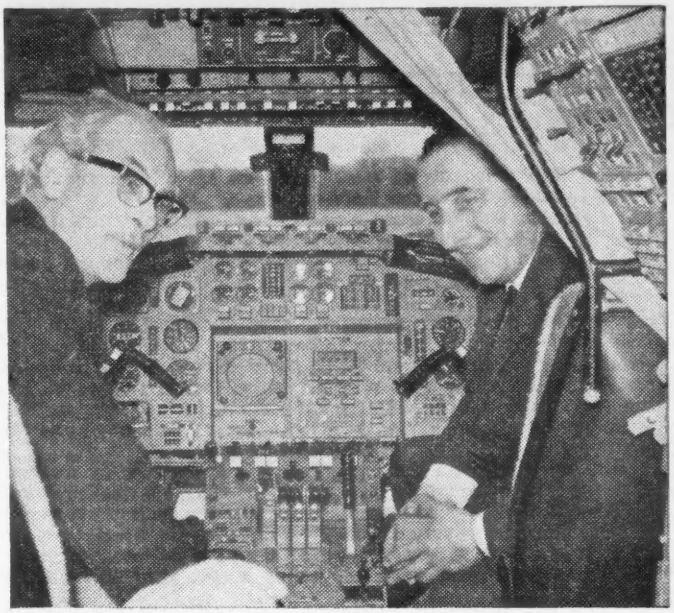
Buyers and engineers from abroad numbered 4,307. This is 13.2 per cent above the record-breaking figure for the last exhibition. Of the 611 companies represented 253 were from overseas, including big government shows from America, France, Hungary, Israel and Russia.

Overall attendance was somewhat below the 1969 record-breaking figure – 57,279, compared with 62,607, but exhibitor reports universally stressed the high quality of the visitors. 'They were all here on business,' said a spokesman for the Radio and Electronic Component Manufacturers' Federation, sponsors of the exhibition.

Mr. Peter Middleton, chairman of the Exhibition Committee, reported at the close of the show: 'No one can put a trading value on an exhibition like this. It could be anything from £30 million to £70 million and the real result will only be apparent in the months to come.'

British Technical Symposium in Zurich

SIR ALAN COTTRELL, FRS, Chief Scientific Adviser to HM Government, has agreed to open the British Technical Symposium to be held from September 20-24, 1971, at the Eidgenoss Technische Hochschule in Zurich. The symposium will consist of papers read by British experts in the fields of advanced traffic control systems, modern warehousing techniques, packaging techniques, waste water treatment and bio-medical engineering in Britain.



The Minister for Aerospace at the Department of Trade and Industry, Mr. Frederick Corfield, chats to Mr. Brian Trubshaw, director of Flight Tests (Commercial Aircraft) for British Aircraft Corporation, on the flight deck of Concorde 002, on the occasion of the presentation of the Air League Founders medal to Mr. Trubshaw by the Minister.

Report of the Patent Office 1970

THE COMPTROLLER-GENERAL'S Annual Report to Parliament on the work of the Patent Office in 1970 was published on May 27.

The range of patent applications published in 1970 covered such consumer products as the solar cell powered wrist-watch, percussion-ignited flashbulbs for photography, and the adaptation of domestic hot-water problems; interest has been shown in methods of countering oil-pollution of water, especially sea water.

Patent, trade mark and industrial design applications all fell in 1970 after the record figures of 1969 for patents and trade marks.

Recruitment of patent examiners was very successful and by the end of the year a reduction was taking place in the arrears of patent applications awaiting examination. A continued reduction is forecast for the future.

On the financial side, the fee-earning branches of the Office had an operating surplus of £41,930 compared with a deficit of £219,825 in the previous year. This has to be set against the stated intention to break even over the period 1969-72.

The report draws attention to the importance of the work of the Banks Committee whose report, published in July 1970, recommended radical changes in the British Patent system.

Following an interim recommendation of the Banks Committee, 18 Patent Searchers were recruited to take part in a pilot experiment in devolving searching from examiners to auxiliary staff. The experiment is continuing.

The report also shows the continuing increase in international activity in all aspects of industrial property, particularly in patents, the most important single event being the conclusion in Washington of the Patent Co-operation Treaty. By the end of 1970, 35 countries had signed the treaty, which provides for international searching and examining authorities. The United Kingdom Patent Office is expected to become one of the latter.

Clearance of merger proposals by the DTI

THE DEPARTMENT of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Ruberoid Co. Ltd. and Vulcanite Ltd.

The importance of European trade for Britain

– Mr. John Davies in Sweden

THE CHANGING currents of world trade are strongly reinforcing the already strong commercial links between Britain and Europe, said Mr. John Davies, Secretary of State for Trade and Industry, on May 25, when he addressed businessmen in Stockholm.

Mr. Davies said that Britain was essentially a European power. 'The truth is that Empire was a relatively short-lived phase for Britain, just as it was for several other European states. We, and our former dependent countries, have passed beyond it. The Empire has grown up into the Commonwealth. As such it is a live element for modern Britain. But increasingly we are realizing that we share a common destiny with Europe, and that if we want to use our energy and potential for development properly, we must achieve even closer links with our neighbours than any attempted in the past.

'Britain's place as a European power is underlined by the facts of trade and industry. It is a bit of a shock to realize that a hundred years ago 39 per cent of Britain's exports were sold in Western Europe – very little different from the 41 per cent of 1970. If we look at the figures for the start of each decade in this century, the proportion fell below 30 per cent only between 1930-1950.

'While Britain's trade with the Commonwealth is substantial and continues to grow, our trade with Western Europe has been increasing much faster. Britain now exports twice as much to Western Europe as a whole as to the Commonweath. Last year, for the first time, our exports to EEC countries alone were greater than our exports to the Commonwealth. Clearly the changing currents of world trade are strongly reinforcing the already strong commercial links between Britain and Europe.'

Britain's application to join EEC

Referring to Britain's application to join the EEC Mr. Davies said 'For Britain the need for further rapid change in trade and industry is one major reason for our application to join the European Communities. We recognize that the need for industrial research is increasing rapidly while the costs of industrial projects are mounting astronomically. Great economies of scale are possible with modern production tools. But above all technology is outmoding political frontiers. We can no longer expect to realize many of our most exciting industrial possibilities within the framework of a market in one country. On all these points we see benefits for Britain and Europe stemming from a unified market which approaches 300 million people.

'Of course the terms of entry must be fair. We cannot submit our economy to too great a strain early on, otherwise we would be unable to respond fully to the stimulus of entry. The increase in Britain's growth rate which we expect will take time to show itself. So our financial contribution must be allowed to build up gradually over the transitional period on which there is already full agreement And, as you know, there are vital Commonwealth interests which must be safeguarded properly if their economies are not to suffer serious damage.

'Certainly there are important and difficult negotiations which still have to be completed. But the great progress made recently – and last week's historic meeting between Mr. Heath and President Pompidou – encourages me to believe that agreement on the major issues will be reached shortly.

'I know that the extent of Britain's conversion to Europe is sometimes doubted, and it is a fact that our public opinion polls show widespread anxiety about our application. This position will, I believe, improve when the negotiations are resolved satisfactorily. What is incontestable is that, regardless of the polls, Britain is drawing far nearer to Europe than ever before. We have made our quick change to decimal currency, and use of metric measurement is increasing rapidly. We shall shortly be introducing VAT, and our agricultural support system is moving closer to the European model. Perhaps even more significantly European sport draws a British TV audience of millions. And, far from the eighteenth century Grand Tour, British tourists in some parts of Europe are now not much less numerous than your lemmings in the Arctic. It is these ordinary habits of life, alongside the dominant trends in our trade and industry, which leave no doubt in my mind that Britain's future lies in membership of the Communities.'

Britain's trade with Sweden and EFTA

Mr. Davies said 'Britain's ties with Sweden – commercial and other – are, of course, longstanding and important. The exchange of goods between our two countries is now worth over £730 million yearly. In terms of exports per head of population Sweden is one of the very best markets for British products. Britain is your largest market in absolute terms.

'The benefits we both enjoy from trading with EFTA have been hard-won, and are a landmark in economic history. We fervently hope that these ties and benefits will be maintained in the new Europe. We understand and respect the reasons which have led your Government to decide that full membership of the EEC is not consistent with your policies. We are sure Sweden has an important part to play in the Europe that is about to emerge, and that an appropriate solution can be found which is consistent with your vital interests.'

The Secretary of State also spoke on Anglo-Swedish trade in a speech to the British-Swedish Chamber of Commerce on May 26. Recalling the very substantial increase in British-Swedish trade since his time in Stockholm shortly after the war, Mr. Davies said: 'The Swedish market is being taken thoroughly seriously by all our major exporters – nearly 200 of whom have set up sales or other subsidiary companies in Sweden. We are brewing beer to Swedish tastes. We are making shoes on Swedish lasts. We are even making Svenska Sjoemansbiff in England for the Swedish market. We are aware of Swedish tastes, of the high quality and standards which Swedish purchasers require – and we are meeting them.'

Mr. Davies said: 'Trade betwen our two countries has increased enormously since the signing of the Stockholm Convention – our exports to Sweden have more than doubled since 1959 and your sales to us have grown by almost as much. This is abundant proof if any were needed of the advantages of free trading and proof also of the competitive position of our industries in each other's markets.

'We are all in a geographical sense in Europe and our interests are interwoven whether we like it or not. Our commercial relationships cannot be sacrificed. They can of course, be modified, but they subsist in the new forms.

'It is true that in the past changes of policy have affected channels of trade. But our need for each other's goods will continue for as long as we can supply each other's needs competitively. It is important to think clearly about these problems. The major forces of policy today are moving towards the liberalization of trade. Under the auspices of the GATT and, for example, the Kennedy Round there is a steady trend towards a lowering of the barriers to trade. It is not in my view likely that this international movement will be thrown into confusion by a change of relationships in Europe. Rather the reverse. The liberalizing forces will thereby be strengthened – for that is what we are all aiming for.

'The negotiations in Brussels will probably produce some of the most important and far reaching decisions on the future of Anglo-European trade and on the future of Swedish trade since the signing of the EFTA convention in Stockholm in January 1960. If our negotiations and those of our co-applicants lead to enlargement of the European Community the existing pattern of European trade is bound to be affected. But I am quite sure that great changes will not take place overnight, rather that new forces will grow out of the new market relationships and gradually exert their influence over previous trade patterns.

'Sweden's vital interests lead her to seek a special form of relationship with the Community and we shall be watching these discussions with sympathy and with great interest as bearing on an important trade interest of our own. It is understandable that there should be anxiety lest we lose some of the benefits we have gained from EFTA, but I think it important that both in EFTA and in the EEC there is a responsible awareness of these issues and of the need to preserve what we have all worked so hard to build.'

First meeting of National Aviation Security Committee

A NATIONAL Aviation Security Committee has been established in order to place on a more formal basis the existing arrangements for consultation between the Government and the industry on matters affecting aviation security.

The committee, which held its first meeting on May 25, has the following terms of reference:

> 'To advise HM Government and the civil aviation industry including the airport authorities regarding security measures to meet threats of violence to civil aviation; to recommend appropriate security measures; and to keep such measures and their effectiveness under review.'

The chairman of the NASC is Mr. R. Burns (Deputy Secretary, Department of Trade and Industry) and its membership comprises representatives from the Department of Trade and Industry, Home Office, Foreign and Commonwealth Office and Ministry of Defence; British Overseas Airways Corporation; British European Airways, Caledonian/British United Airways and the other British independent airline operators; British Airports Authority, Joint Airport Committee of Local Authorities and Aerodrome Owners Association; and the trade unions, including the British Air Line Pilots Association.

The NASC is an advisory body but within its terms of reference it will be able to consider any matters relevant to security against possible acts of violence to civil aviation. It will maintain close liaison with the local airport security committees which have been set up at all the major United Kingdom airports.

Decision on oil refinery at Hunterston

MR. GORDON CAMPBELL, Secretary of State for Scotland, announced on May 25 that he will not approve zoning of land at Portencross/Hunterston, Ayrshire, Scotland, for the proposed Chevron oil refinery.

The Secretary of State has had before him a development plan amendment submitted by Ayr County Council, zoning land for an ore terminal, a general user port, ore stocking yards, an integrated steelworks, a marine oil terminal and an oil refinery.

Mr. Campbell decided last December that he would approve the zoning for the ore terminal, the general user port and the ore stocking yards, and that he would zone enough land for industry to meet the needs of a steelworks if an application were made, although further examination of the full economic case for a steelworks there would be needed. Mr. Campbell decided that because additional evidence on home oil refining capacity and its effect on the balance of payments had become available since the public local inquiry he could not make a decision on the marine oil terminal and oil refinery at that time.

The Hon. Henry Keith, QC, who conducted the inquiry, had, on the basis of the evidence which he had heard, recommended against the oil refinery. In February the Secretary of State circulated to all the parties to the inquiry a memorandum by the Department of Trade and Industry giving supplementary evidence on the case for siting a refinery at Portencross. It was then expected that the inquiry would be reopened to debate this evidence.

Since then further relevant developments have taken place. In light of them Mr. Campbell has decided that there is no justification for departing from Mr. Keith's recommendation against the oil refinery, or for reopening the inquiry. He will not therefore approve the zoning of the land for an oil refinery, but he will zone the land for industry requiring the unique facilities available at Hunterston. He intends, however, to call in all applications in order that he may control the development of the land.

Official appointments

The Secretary of State for Trade and Industry has authorized the following appointments:

Mr. A. G. Milne to be a member and deputy chairman of the South Eastern Electricity Board. Alderman R. J. Davie to be re-appointed as chairman of the South Eastern Electricity Consultative Council.

Mr. J. Tomkins and Mr. Bryn Davies to be re-appointed as part-time members of the South Wales Electricity Board.

Councillor L. B. M. Briers and Councillor D. Hartley to be members of the South Western Gas Consultative Council.

A PRACTICAL APPROACH TO STANDARD CONTRACTS

Use of the standard contract at every stage from the buying of raw materials to the retail sale of goods – and services – gives rise to more legal and practical problems than any other commercial document.

Legal advisers to all substantial commercial concerns know well how different sets of standard terms clash, and how negotiations endeavour to ensure that their own advantageous contracts are accepted.

And they know also how the use of standard terms which are not appropriate to a particular transaction can give rise to real difficulties.

Negotiation with government departments is a special skill. Yet the terms set out in CCC/Stores/1 regulate more contracts than any other set of terms, and this booklet is one of the most important commercial documents in use. Legal advisers to companies dealing or contemplating dealing with the government need to know of these terms and how they can be modified.

THIS TWO-DAY COURSE will be held at THE ROYAL LANCASTER HOTEL, LANCASTER GATE, LONDON, W.2, JULY 1st and 2nd, 1971

CHAIRMAN:
R. G. Armstrong, Legal Manager of Hawker Siddeley (Dynamics).

SPEAKERS:
Guenter Treitel, fellow of Magdalen College, Oxford, sometime Professor at the University of Chicago Law School, author of 'The Law of Contract' and editor of some leading texts.

G. N. Edmundson, Contracts and Patents Manager, Boots Pure Drug Company.

J. D. Loveridge, Solicitor, Honeywell Limited.

Bowes Egan, author of 'Trade Descriptions – The New Law', 'Trade Descriptions – Prosecutions, Enforcement and Complaints' and other texts.

Professor Gordon Borrie, Director of the Institute of Judicial Administration at the University of Birmingham, leading writer on mercantile law. Professor Borrie has been closely involved in the progress of the Law Commissions' Researches.

SEMINAR DISCUSSION: Attenders will divide to discuss contracts used when dealing in the following commodities and services: new cars; white goods; brown goods; ship and air travel and freight; railways, hauliers and depositories; machinery purchase; car rental and hire; machinery lease and hire.

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Coal industry's prospects brighter than for many years

—Sir John Eden

FULL CREDIT for the dramatic change in the solid smokeless fuel supply situation, compared with a year ago, must go to the producers and the trade, said Sir John Eden, Minister for Industry, speaking in London on May 26.

Addressing the annual luncheon of the Coal Merchants' Federation of Great Britain, at the Connaught Rooms, Sir John added:

'If 1970 was a year of mixed fortunes for coal, 1971 is certainly a year of opportunity . . . . today the industry's prospects are brighter than they have been for many years.'

Sir John said: 'When I came into office nearly a year ago, one of the first problems confronting me was the growing concern over the solid fuel supply and demand position. In the late sixties many had come to think in terms of a continuing coal surplus. The spectre of a coal shortage certainly came as a surprise to me, and possibly also to some masters of the crystal ball of fuel forecasting. But the fact was that in the two years to September 1970 the National Coal Board's stocks fell by some 20 million tons and looked like plummeting further.

'The distributive trade was seriously worried about the adequacy of supplies, especially for domestic consumers. The outlook was particularly bleak on the solid smokeless fuels front. Although this sector is relatively small it is a very important one. The Clean Air programme of necessity restricts consumer freedom of choice and it is not a happy situation where the consumer has had to switch fuels and then finds he has chosen a fuel with doubtful security of supply.

'Last autumn it become clear that co-ordinated action between the Government and the producers and distributors of solid smokeless fuels were required to improve their security of supply. The Board and other producers strove to maximize availability, with the Board introducing briquettes made in France from Welsh anthracite duff. And the gas industry, assisted by a temporary Government subsidy, deferred the closure of a number of coke-producing gas works. There was an intensive campaign to convert public sector appliances to other fuels, and some 800 smoke control orders were suspended in over 100 local authority areas throughout the country.

'During the autumn months the general coal supply and demand position deteriorated. In order to maximize output the Board had virtually halted the contraction of the industry – the six closures in 1970/71 were the fewest in any year since the war. But disappointing productivity and, critically, the November strikes, put winter supplies to power stations, steelworks and other consumers in jeopardy. In this situation the value of constraints on the availability of solid fuel last winter was most questionable, and in early December I announced that imports would be allowed on an Open General Licence subject to review not later than March 1972.

'Without these various steps we should have been in trouble. A relatively mild winter and continued consumer shift to other fuels took some of the pressure off, though there were still local difficulties. The outcome would also have been much worse but for the praiseworthy efforts of the producers, merchants, railways and other transporters in keeping up consumer stock levels. As a result of these combined efforts – and the help of no small measure of luck – we managed to avoid any general fuel shortages. But I think we would all agree that we came much too close for comfort to a difficult situation.

The lessons of experience

'What lessons can be drawn from the experience of last winter? There can be no doubt that the value of co-operation has been demonstrated – co-operation between Government, producers and distributors. The work of your Federation in this respect has been particularly valuable. Co-operation last winter helped to remedy the solid smokeless fuel position. But co-operation is also vital at the stage when smoke control programmes are drawn up. The Government and local authorities have to be assured that adequate supplies of smokeless fuels are available before making smoke control orders, and in forming a view they are of course particularly dependent on the views both of producers and distributors.

'The events of last winter must also have aroused doubts in many consumers' minds over the continuing reliability of solid fuel supplies. It is true that there were also uncertainties about the supplies of other fuels. But in this country, I think it is fair to say that in the past we have always been able to associate British coal with a high security of supply. Last winter consumers and distributors were understandably pressing for imports of coal and solid smokeless fuels; some of these consumers will have now switched to other fuels. It would be a tragedy if coal were now to lose its market through inability to maintain supplies.

'What about the outlook for next winter and the longer term future? I am encouraged by the confidence of the NCB and the independent smokeless fuel manufacturers and of the distributive trade that they will be able to meet the demand for solid smokeless fuels both from domestic users and for hospitals, schools and so on. The door is of course open to imports to the extent that the trade may find it necessary to supplement home production.

Stocks high

'Stocks of solid smokeless fuels held by producers and merchants are well up on last year and substantial new productive capacity is being brought into operation. Consumers' stocks are also high and it is very much in the interests of consumers to take advantage of the summer price reductions to stock up if possible before July and certainly before October when the new price increases become fully effective.

'I am delighted to know that in the considered opinion of the trade there is now every prospect for 1971-72 of sufficient supplies of solid smokeless fuels to meet demand, including the additional demand arising from full resumption of smoke control, and that the efforts made by the producers will fully compensate for the loss of gas coke production through the closure of gas works.

'This is a dramatic change in the supply situation compared with a year ago and full credit must go for this to the producers and the trade.

'The problems involved in ensuring adequate supplies of solid smokeless fuels for implementation of clean air policies cannot be solved only by measures at the centre. Much will depend on the right action being taken by those concerned in local situations, and I would emphasize again the importance of careful study locally of the supply situation through proper consultation with local authorities by local representatives of the producers and the trade. The service offered throughout the country by the Solid Smokeless Fuels Federation in this regard has a crucial role to play in ensuring that local difficulties are foreseen and avoided.

'I make no apology for dwelling on the problems of solid smokeless fuels because for the last 12 months these have undoubtedly been to the forefront of the minds of everybody in this room. It is however important not to overlook the still substantial market in bituminous house coals, a market which has been declining and which is becoming increasingly competitive. On this front I can only wish you and the NCB every success in the vigorous sales drive which has recently been launched.

'We all know that solid fuel markets will be retained only through the maintenance of the highly efficient production and distribution needed to compete with other fuels. The industry is fully aware of the substantial increases in productivity required to hold down costs and provide a greater stability of prices than that achieved in the last 18 months. The coming reduction in the rates of SET – which I am sure is particularly welcome to your members – should help stabilize distribution costs.

'If 1970 was a year of mixed fortunes for coal, 1971 is certainly a year of opportunity. There has never been a time when the coal industry did not face problems, and the present time is no exception. Some people attribute the industry's past difficulties to Government bias. Nothing, of course, could be further from the truth – if there has been any bias at all, it has been in the industry's favour. Today the industry's prospects are brighter than they have been for many years. Distributed coal stocks are high and the Coal Board are concerned now to increase the level of their own stocks which are still at a low level. They have set themselves ambitious production targets, the achievement of which postulate a resumption of the highly creditable upward trend in productivity of past years.

'Lord Robens can justly claim to be leaving the industry in good fettle to meet the challenge of the future. His right-hand man and successor, Derek Ezra, is well known to you all and I'm sure you welcome his appointment, and that of Bill Shepherd as deputy chairman, as much as I do. I know that they welcome the competitive challenge and opportunity that face the industry, and I am confident also that the coal trade are equally prepared to meet it.'

Two Government publications have received commendations in newly instituted Library Association awards for outstanding bibliographies and reference books. The Besterman Medal Award Committee commended Competition, Monopoly and Restrictive Practices: a Select Bibliography (*HMSO*, 1970), *compiled by the Economic Research Unit of the then Board of Trade in collaboration with the Board of Trade Library,* Social Trends, *No.* 1, 1970 *(HMSO), a Central Statistical Office publication, was commended by the McColvin Medal Award Committee. Pictured at a reception held at Library Association headquarters on May* 25 *are (left to right): Mr. D. T. Richnell, past president of the Library Association; Mr. S. Moof, formerly of the Board of Trade Economic Research Unit, who was principally involved in selecting, arranging and annotating the items in* Competition, Monopoly and Restrictive Practices; *Mr. G. E. Hamilton DTI Library, who contributed technical advice and practical assistance; Mrs. M. Nissel, Editor of* Social Trends; *Mr. J. P. Morgan, director of Publications, HMSO.*

German 'engineering guidelines'

THE DEPARTMENT of Trade and Industry, in collaboration with BSI, has now issued the second edition of the English-language index to the 'guidelines' (VDI Richtlinien) published by the Association of German Engineers.

This 1971 edition includes the new and revised titles published during the past year, a numerical index and a classification by subject covered.

The VDI Richtlinien are authoritative guidelines covering good practice in the following branches of engineering and technology: production engineering, control engineering, air pollution, materials handling, noise abatement, metrology, vibration, precision engineering, design, and other areas are also covered. A new section on vehicle technology is included in the Index.

Copies of this 64-page 'Index to VDI Richtlinien 1971' are available to industry on request to the Overseas Technical Information Unit, Department of Trade and Industry, Room 134, Abell House, John Islip Street, London, SW1P 4LN.

Metric calibration of sand and ballast trucks

REVISED REGULATIONS permitting sand and ballast to be calibrated in metric units in addition to or as an alternative to imperial units were introduced in November last year. These Regulations enabled the industry to implement their plans to adopt the metric system early this year.

The Cubic Measures (Sand, Ballast and Agricultural Materials) (Amendment) Regulations, 1971, published on May 25, make some minor changes in the requirements about calibration of sand and ballast trucks designed to facilitate sales and purchases of odd quantities of material.

The Regulations, made under the Weights and Measures Act 1963, came into operation on June 1, 1971.

Proposed amendments to Measuring Instruments (Liquid Fuel and Lubricants) Regulations, 1963

THE DEPARTMENT of Trade and Industry propose to amend the Measuring Instruments (Liquid Fuel and Lubricants) Regulations, 1963 (as amended) which deal with the testing and stamping of measuring equipment for liquid fuels and lubricants. The proposals affect only those instruments in use for trade to which the current Regulations apply and include a revision of the prescribed limits of error for instruments with metric indicating mechanisms.

Any organization which has not been consulted by the Department may obtain full information about the proposals from Standards, Weights and Measures Division, Department of Trade and Industry, 26 Chapter Street, London, SW1P 4NS.

Petroleum (Production) (Amendment) Regulations 1971

THE SECRETARY of State for Trade and Industry laid before Parliament on May 24 the Petroleum (Production) (Amendment) Regulations 1971 amending certain of the provisions of the Petroleum (Production) Regulations 1966, which set out the requirements for applications for, and Model Clauses to be incorporated in licences to search and bore for and get oil and natural gas.

The amendments concern the details to be provided by applicants for licences and vary the Model Clauses relating to the surrender and determination of licensed areas, the statement of value, the information to be furnished by licensees and the restrictions on dealing with such information, and make other minor changes to the Model Clauses.

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Steel—a four-part 'penetrating re-appraisal'

A VERY PENETRATING re-appraisal of the steel industry's future is being undertaken, the Secretary of State for Trade and Industry, Mr. John Davies, told Parliament during the steel industry debate on May 24.

'This penetrating re-appraisal is composed of four inter-related but separate studies. The first is that which has just come into my hands – the financial review for 1971-72. The second is that which constitutes the next phase of the economic review and seeks to chart a strategy for the industry for the present decade. The third, which runs in parallel with both, is the structural examination of the industry with a view to defining on a rational basis what broadly should remain in the public sector, what should be in the private sector, what should stand between the two, and how it should be done. The fourth part of the re-appraisal is the re-organization of the relationship between Government and British Steel Corporation aimed at ensuring to the former an ability properly to discharge its responsibility to Parliament and to the public and to the latter the freedom to manage its own affairs within agreed authorities and for the attainment of agreed objectives.

'I should like to say something about each of these four parts. As to the short-term review, here we are concerned with achieving the best result we can in this current year – 1971-72. We will take all relevant factors into account, including price factors and including not only home price factors but competitive prices abroad. As I have said, I plan to make a statement to the House after the Whitsun Recess to make known the decisions I have arrived at in the light of that study. These will cover, first, the expected outturn of the Corporation's operations in this financial year; second, the investment programme authorized to be undertaken, bearing in mind the previous figure to which I have referred of £185 million; and, third, the extent of funding from public funds as opposed to those generated from within the Corporation. An indication of the size of the figures involved is to be seen in the White Paper, Cmnd. 4635, where a figure of £289 million as a call on public funds was indicated for one year.

'The second part – the longer-term review – is a question, as I have said, of charting a strategy for the industry. This longer-term review will be difficult, ambitious and complex. It will form the framework within which this great industry will evolve in the future, in both its national and international context.

'It will cover the following matters: the expansion of, and consequent investment by, the Corporation at home, including the principle of a major new green field site; the means by which the Corporation will secure in the long-term adequate supplies of ore and coking coal, with particular concern for the forecast shortfall of world supplies of the latter; the assessment of the desirability of undertaking a greater manufacturing operation at the source of raw material supply, perhaps in Australia, by pelletization or some such process.

'It will take into account the general assessment of the impact of major technological changes which are taking place in the industry. It will consider the scope for international partnerships in manufacture or in raw material procurement or in capital provision. It will concern itself with the critical importance of the industry to the Government's regional policies, bearing in mind that, today, about 50 per cent of the Corporation's manpower is employed in development areas. It will deal with the manpower consequences of alternative solutions. That those consequences entail a considerable reduction in the ratio of numbers employed to production is known to all.

'What is essential is to see the future clear and to be able to plan for it: to ensure that redundancies are anticipated and preparations made for them in good time; to ensure that the imaginative and effective provisions of the Corporation and the Government, in consultation, in forewarning and in shielding those concerned are brought into play at an early date and in an effective way.

'That will be the broad area covered by the longer-term review. It will be a major exercise, and it will form the framework within which, I hope, the steel industry will attain again the kind of importance which it has had in the past.

'Now, the structural examination of the industry. I have already announced what I think was the major conclusion of this work, namely, to leave the bulk steel making activity intact within the framework of the British Steel Corporation. We are now making progress in reviewing with the Corporation the remaining parts of the industry.

'I come now to the fourth part of the re-appraisal, that dealing with the relationship between the Government and the Corporation. A whole series of circumstances have combined to procure a closer involvement than I should wish, notably the scale and the scope of the re-appraisal which I have been describing. When the re-appraisal is completed, the course will be charted for the future, and the final section of this very great undertaking will come into play, namely, the guidance and control mechanism which has itself been the subject of careful and prolonged study. This will allow for objectives to be set, for programmes to be agreed, and for both to be monitored in an orderly manner so that the management can proceed on its way in confidence and the Government can be sure of how the Corporation is progressing along its planned path.

'By the time that is finished, the re-appraisal will have constituted an enormous task of prediction and planning appropriate to the scale of this vast industry. It will, I believe, have set the industry on the course of regained prosperity and confidence in its own future.'

Harmonizing water supply systems in Germany, France and the UK

THE DEPARTMENT of Trade and Industry are to discuss with representatives of professional bodies and trade associations of the heating and water fittings manufacturers possible harmonization of the regulations on domestic and industrial water supply systems used in Germany, France and the United Kingdom.

The object of the discussions is to assess the effect that any changes, if implemented, would have on British industry.

Discussions on harmonization are taking place in an official inter-governmental tripartite Working Group concerned with the elimination of technical barriers to trade.

The Department will welcome comments from the industry on all aspects of this matter and in particular the effects which will follow the possible introduction here of appliances and installations being generally fed directly from the main supply as is usual in the other two countries.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth, or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 16.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.22	2-Nitroaniline	As in previous column	December 31, 1971	13607
29.35	7 - Chloro -1 (2 - diethyl-aminoethyl) - 5 - (2 - fluorophenyl) - 1, 3 - dihydrobenzo-1, 4-diazepin - 2 - one *mono*hydrochloride	7- Chloro 1- (2 - diethyl-aminoethyl) - 5 - (2 - fluorophenyl) - 1, 3 - dihydro-2H - 1, 4-benzodiazepin-2-one hydrochloride	December 31, 1971	13598
	7 - Chloro -1 - (2 -diethyl-aminoethyl) - 5 - (2 - fluorophenyl) - 1,3 - dihydrobenzo-1; 4-diazepin - 2 - one di-hydrochloride	7 - Chloro - 1 - (2 -diethyl-aminoethyl) - 5 - (2 - fluorophenyl) - 1, 3-dihydro-2H-1, 4-benzo-diazepin - 2 - one di-hydrochloride	December 31, 1971	13597
	3, 4, 5, 6, 7, 8, 9, 10, 11, 12-decahydro-7, 14, 16-tri-hydroxy - 3 - methyl-2-benzoxacyclotetradecin-1-one	6-(6', 10'-dihydroxy un-decyl)--p resorcylic acid lactone	December 31, 1971	13593

Import duties to be imposed on mutton and lamb

AN ORDER was laid before Parliament on May 25 imposing duties on mutton and lamb from July 1, 1971. This follows the announcement by the Minister of Agriculture, Fisheries and Food on March 17, that as part of the change in the basic method of support for United Kingdom agriculture, import duties were to be imposed from July 1 on imports of fresh, chilled or frozen mutton and lamb (tariff sub-heading 02.01 (A) (2).

The rates of duty will be:

	Mutton, bone-in carcases, whole	Other mutton and lamb
July 1-December 31, 1971	£0·2332 per cwt.	£0·4665 per cwt.
January 1, 1972-June 30, 1972	£0·4667 per cwt.	£0.9335 per cwt.
July 1, 1972, onwards	£0·7000 per cwt.	£1·4000 per cwt.

These rates of duty will apply to imports from all sources, except the Irish Republic from which supplies will continue to enter free of duty. The government of the Irish Republic has, however, agreed that its lamb carcase export subsidy will be adjusted in line with adjustments in the rate of deficiency payments under the United Kingdom Fatstock Guarantee Scheme.

Copies of Order, The Import Duties (General) (No. 3) Order 1971 (SI 1971 No. 851) are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches (price 3p) or by post from HMSO, PO Box 569, London S.E.1 (price 5½p).

Note

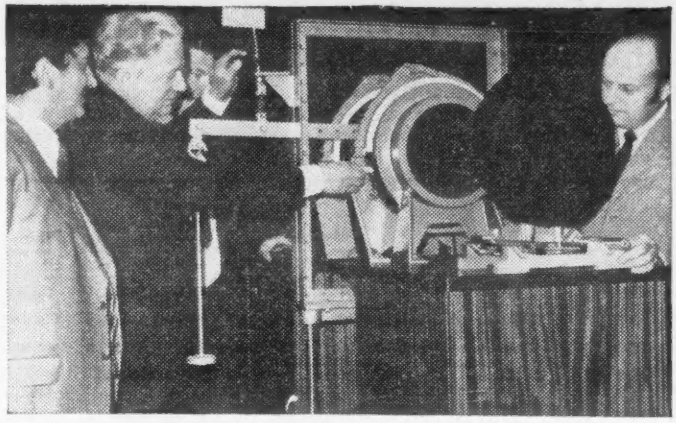
In addition to the specific duties to be imposed on mutton and lamb, revised minimum import price and levy arrangements are being introduced for cereals. A system of minimum import prices, supported by general variable levies, is also being introduced for beef and veal and for milk products other than butter and cheese. The minimum import price and levy arrangements for beef and veal will come into operation on July 3; details are being announced by the Ministry of Agriculture, Fisheries and Food.

Prevention of Fraud (Investments) Act 1958

THE 1971 EDITION of the annual publication ('Particulars of Dealers in Securities and of Unit Trusts 1971' published under the Prevention of Fraud (Investments) Act 1958, HMSO 45p), containing particulars of persons and firms authorized to carry on the business of dealing in securities as at January 31, 1971, was published on May 28 by the Department of Trade and Industry.

It contains the names and addresses of holders of principals' licences, of members of stock exchanges, of associations of dealers in securities which are recognized by the Department, and of exempted dealers. Particulars of unit trust schemes authorized by the Department are also included.

The changes which have taken place since January 31 in the lists of licensed and exempted dealers under sections 3 and 16 of the Act and of unit trusts under section 17 of the Act will be published in *Trade and Industry* on June 9, 1971.



A six-man delegation representing universities in France and Switzerland paid a flying visit to the Preston works of Sharples Photomechanics Ltd. recently. In this picture Mr. K. Sharples managing director, is shown indicating scale readings to a member of the party – Professor Cubaud from the University of Lyon – during prototype model tests conducted on a Sharples 15-inch polariscope. Polariscopes manufactured by Sharples Photomechanics are now in use within universities and educational establishments in more than 40 countries.

Removal of import duty on certain provisionally preserved and dried vegetables

THE FULL and EFTA duty on provisionally preserved gherkins, olives, capers and sweet capsicum (sweet peppers), ex Tariff sub-heading 07.03 (B), and on dried sweet capsicum (ex 07.04 (D)) is to be removed on June 3. The full rate of duty on dried garlic, ex 07.04 (C), will also be abolished on the same date.

Copies of the Order giving effect to this change, The Import Duties (General) (No. 4) Order 1971 (SI 1971 No. 858) are available from HMSO, 49 High Holborn, London, W.C.1 and branches (price 3p) or by post from HMSO, PO Box 569, London, S.E.1 price 5½p).

Note:

The Order follows an application for the removal of the duty on these products, among others classified to the same headings. A decision on the other products included in the application has not yet been taken.

Imports from the Commonwealth Preference Area enter free of duty; imports from EFTA of products classifiable to Tariff sub-heading 07.04 (C) are also free of duty.

The products on which the duty is to be removed are used in a variety of food preparations.

Imports of provisionally preserved gherkins and olives in 1970 totalled £336,000 and £34,000 respectively. The main suppliers of gherkins were Italy and the Netherlands; Spain was the main supplier of olives. The other products are not separately identified in the trade statistics.

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THE Container People

Patterns of equipment approved under Weights and Measures Act, 1963

PARTICULARS OF THE FOLLOWING patterns of equipment, certified by the Department of Trade and Industry under Section 12 of the Weights and Measures Act 1963, have been published during the three months ending April 30, 1971.

Notice of Examination of Pattern Number	Description	Submitted by	HMSO Reference	Price
1503	Automatic weighing machine	Messrs. Molenschot Scales (G.B.) Ltd.	SBN 11 510357 0	10p net
1504	Automatic check-weighing machine	The Toledo Scale Corporation	SBN 11 510358 9	6p net
1505	Automatic weighing machine	Messrs. Berk Limited	SBN 11 510362 7	15p net
1506	Automatic weighing machine	Messrs. Weighpack Limited	SBN 11 510361 9	10p net
1507	Battery of liquid measuring instruments	Messrs. Pembroke Carton & Printing Co. Ltd.	SBN 11 510356 2	12½p net
1508	Automatic weighing machine	The Hayssen Manufacturing Co. Ltd.	SBN 11 510363 5	12½p net
1509	Automatic weighing machine	Messrs. Reed Corrugated Cases Ltd.	SBN 11 510359 7	10p net

Copies of the above Notices can be obtained from Government bookshops or through any bookseller.

During the same period the Department of Trade and Industry published details of authorized modifications of the following certified patterns:

Notice of Examination of Pattern Number	Description	DTI Reference
34	Weighing instrument (lever 'Lock' scale) of the maximum capacity of 1½ cwt.	WM 247
54	Lever coal weighifg machine, of the capacity of 1 cwt.	WM 247
140	Single lever coal weighing machine with a lined scoop	WM 247
734	Automatic cement weighing machine used for weighing cement or other similar materials	WM 247
855	Liquid measuring instrument of the flowmeter type used for the measurement of lubricating oil and other liquids of high viscosity	WM 246
856	Liquid measuring instrument of the flow meter type used for the measurement of lubricating oil and other liquids of high viscosity	WM 246
926	Liquid measuring instrument of the flow meter type used for the measurement of lubricating oil and other liquids of high viscosity	WM 246
976	Flowmeter incorporating price computing mechanism used for the measurement of petrol and other liquids of low viscosity	WM 246
981	Liquid measuring instrument of the flowmeter type used for the measurement of lubricating oil and other liquids of high viscosity	WM 246
989	Flowmeter incorporating price computing mechanism used for the measurement of petrol and other liquids of low viscosity	WM 246
997	Flow meter incorporating price computing mechanism used for the measurement of petrol and other liquids of low viscosity	WM 246
1000	Liquid flowmeter fitted with a pre-setting mechanism used for the measurement of petrol and other liquids of low viscosity	WM 246
1003	Liquid flowmeter incorporating price-computing mechanism used for the measurement of petrol and other liquids of low viscosity	WM 246
1010	Liquid flowmeter fitted with a pre-setting mechamism used for the measurement of petrol and other liquids of low viscosity	WM 247
1023	Liquid flowmeter used for the measurement of lubricating oils	WM 246
1029	Lubricating oil flowmeter of 10 quarts capacity used for the measurement of lubricating oils	WM 246
1032	Liquid measuring insturment of 8 pints capacity used for the measurement of lubricating oil	WM 246
1035	Liquid flowmeter used for the measurement of petrol and other liquids of low viscosity	WM 246
1038	Liquid measuring instrument of the flowmeter type used for the measurement of lubricating oil and other liquids of high viscosity	WM 246
1059	Automatic weighing machine of 8 oz. capacity	WM 246
1115	Liquid flowmeter of 8 pints capacity used for the measurement of lubricating oil and other liquids of high viscosity	WM 246
1119	Brim measure used for the measurement of sand and ballast	WM 247
1120	Liquid flowmeter of 8 pints capacity used for the measurement of lubricating oil and other liquids of high viscosity	WM 247
1126	Liquid flowmeter of 8 pints capacity used for the measurement of liquids of high viscosity	WM 246
1180	Suspended spring balance of 100 lb. capacity	WM 247
1186	Dead-weight machine of 2 cwt. capacity mounted on a motor vehicle	WM 246
1226	Liquid flowmeter of 20 gallons capacity used for the measurement of petrol and other liquids of low viscosity	WM 247
1244	Liquid flowmeter of 999½ gallons capacity used for the measurement of petrol and other liquids of low viscosity	WM 246
1244	Liquid flowmeter of 999½ gallons capacity used for the measurement of petrol and other liquids of low viscosity	WM 246
1244	Liquid flowmeter of 999½ gallons capacity used for the measurement of petrol and other liquids of low viscosity	WM 247
1285	Self-indicating weighbridge of 30 tons capacity with associated mechanized accounting equipment	WM 247
1320	Semi-self-indicating weighing machine of 2 cwt. capacity	WM 247
1327	Liquid measuring instrument used for the measurement of petrol-oil mixtures	WM 247
1339	Self-indicating counter machine of 6 lb. capacity fitted with a taring device	WM 246
1342	Liquid flowmeter of 9½ gallons capacity used for the measurement of petrol and other liquids of low viscosity	WM 247
1358	Liquid measuring instrument of 1 gallon capacity used for the measurement of paraffin and other liquids of low viscosity	WM 246
1383	Self-indicating and price-computing counter mechanism of 20 lb. capacity incorporating a ticket-printing mechanism	WM 247
1390	Automatic weighing machine of 1,500 lb. capacity	WM 247
1406	Self-indicating platform machine of 1,250 lb. capacity incorporating ticket printing mechanisms	WM 247
1414	Liquid flowmeter incorporating price-computing and remote indicating mechanisms	WM 247
1444	Self-indicating and price-computing counter machine	WM 246
1460	Automatic weighing machine	WM 247
1470	Liquid flowmeter with a remote ticket printing mechanism	WM 247
1474	Railway weighbridge for weighing loads in motion	WM 246
1477	Self-indicating and price-computing counter machine	WM 246
1485	Spirit measuring instrument	WM 246
1488	Self-indicating, price-computing and ticket printing counter machine	WM 246
1492	Self-indicating platform machine of the hopper type	WM 246
1496	Semi-self-indicating counter machine with associated feeding arrangements	WM 246
1499	Liquid measuring instrument for beer or cider	WM 246

Copies of WM 246 and 247 can be obtained from the Controller, Standards, Weights and Measures Division, 26 Chapter Street, London, SW1P 4NS.

British commercial representatives overseas

THE LIST of British commercial representatives overseas as published in *Trade and Industry* of April 7, 1971, should be amended as follows:

CANADA – Toronto: Amend telephone number to 864-1290.

CUBA – Havana: Correspondence should be addressed to: 'C/o PO Box N 1229, Nassau, Bahamas'.

CYPRUS – Nicosia: Add telex number 2208 a/b UkrepNIC.

ETHIOPIA – Asmara: Amend address to: Gellatly Hankey Building, Haile Selassie I Avenue (PO Box 254) (Tel. 10131).

FIJI – Suva: Amend telephone number to 311033.

INDIA – New Delhi: Amend postal district to New Delhi 21.

JAMAICA – Kingston: Amend telex number to 2110 a/b UKrepKIN JA.

KENYA – Nairobi: Amend address to Bruce House, Standard Street.

PHILLIPINES – Manila: Amend telex number to PN 3282 a/b Prodrome PN 3282.

SWITZERLAND – Berne: After Miss G. G. Browne CMG delete 'Counsellor (Economic)' and insert 'Counsellor'.

TAIWAN – Tapei: Amend address and telephone number to: 11th Floor, Chungchien Building, 79 Chungshan North Road, SEC 2 (Tel. 541425).

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, MAY 20

Exports: Government-financed services

Lord Drumalbyn, Minister without Portfolio, was asked whether the closing down of the British National Export Council and the recent postponment of 61 export missions were part of a policy of withdrawing from British industry Government-financed services to support export activities.

He replied: 'No. my Lords, The Government are not pursuing a policy of withdrawing Government-financed services to support export activities. The purpose of the new British Export Board, the establishment of which was announced by my right honourable friend the Secretary of State for Trade and Industry last Tuesday, is to unify the services and thereby to enable them to be provided at lower cost and to make the total effort more effective. At the same time my right honourable friend paid tribute to the work of the members and staff of the BNEC, and said "they have served the country well in this vital work and I am grateful to them for all they have done".'

FRIDAY, MAY 21

Trade with Bulgaria

Replying to a question on the value of imports and exports between the United Kingdom and Bulgaria in each of the past five years, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, gave the following information:

	Imports from Bulgaria	Exports to Bulgaria
	£ million c.i.f.	£ million f.o.b.
1966	6·2	7·5
1967	6·3	6·2
1968	7·5	4·1
1969	7·5	5·1
1970	8·3	11·1

MONDAY, MAY 24

Imports of steel

A Member who asked Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, how much steel was imported in 1969 to 1971 to the latest available date, was told: 4.9 million tons of ingots, semi-finished and finished steel from January 1969 to March 1971.

Exports of steel scrap

Mr. Ridley was asked what was the quantity of steel scrap exported in the years 1967 to 1970, respectively, and the figures for 1971 to the latest available date. He replied: 'Figures for iron and steel scrap for 1967 to 1969 are published in Volume I of the Annual Statement of Trade for the relevant years, and for 1970 and January to March 1971 in the Overseas Trade Statistics for December 1970 and March 1971 respectively.'

Department of Trade and Industry

Mr. John Davies, Secretary of State for Trade and Industry, was asked how many civil servants there are in his department. He replied that there were 24,550 non-industrial staff and 1,679 industrial staff in post on April 1, 1971.

Mr. Davies was then asked to publish the number of and designation of the officials in his department above the rank of Assistant Secretary, and their salary scale.

'The information requested in relation to April 1, 1971 is contained in Table II of the Appendix to Class IV, Vote 1 of the Supply Estimates 1971-72,' Mr. Davies replied.

Another question was about the number of technical and scientific advisers in the Department of Trade and Industry; their qualifications; and the parts of the DTI where they are currently engaged. Mr. Davies answered: 'There are two posts with the title of Scientific Adviser in the Department of Trade and Industry – the Chief Scientific Adviser (Energy) on the industry side and the Scientific Adviser (Civil Aviation) on the civil aviation side. They are occupied respectively by Mr. E. C. Williams, MSc, AMIEE, and Mr. D. E. Morris, BSc, AFRAeroS.'

British Export Board

Several questions were asked about the British Export Board. Mr. Michael Noble, Minister for Trade, was asked when the proposed British Export Board would be constituted; what savings in finance were expected; and what was the likely total cost. Mr. Noble said: 'We hope to appoint the Chairman as soon as possible and thereafter the other members of the Board. It is expected to be fully operational by January 1972. The rationalization which we will be able to achieve under the new organization's arrangements will yield some savings but I am not as yet in a position to give a precise figure. I expect the total cost of the work of the new Board, subject to any savings that are made, to be about £11 million, including staff costs and overheads.

Mr. Noble was then asked how many British National Export Council staff were likely to be made redundant as a result of his recent statement on the reorganization of Government-financed export activities; how they were to be compensated; and at what total cost. 'These are matters which we are currently discussing with BNEC and which remain to be decided,' he replied.

In answer to further questions, Mr. Noble said that consultations began in November 1970 with the BNEC. The main representative bodies of industry were consulted in the early months of this year.

Speaking of the number of protests received as a result of the announced curtailment of government finance for export missions and the plans to abolish the BNEC, Mr. Michael Noble said that a number of questions had been tabled by hon. Members about the changes in the missions scheme, which BNEC announced in April. Other people including mission sponsors had written to the Department direct on particular points. Only a few letters had been received about the change in the organization of export promotion.

In answer to a request to list all the export organizations, services and Government departments that would be affected by plans to reorganize the export activities of the BNEC and to set up the British Export Board, Mr. Noble said that the export promotion work hitherto carried out by the DTI and the BNEC separately would come under the British Export Board which would be concerned with the overall direction of the Government effort in this field. He estimated that the existing complement of Department of Trade and Industry staff engaged on export promotion work, about 1,200, would be sufficient to staff the British Export Board. There were also 821 staff, both United Kingdom based and locally engaged, employed on trade promotion work in Embassies and Consulates abroad. This latter number excluded clerks and typists.

Imports of matches

Stating that declining match consumption in the United Kingdom had already caused a number of match factories to be closed in the past few years, a Member asked why, in these circumstances, the Secretary of State had recently permitted an increased quota for the importation of matches from Czechoslovakia and Poland. Mr. Noble answered that matches could be imported without restriction from all sources other than the Eastern Area. Imports of matches from Czechoslovakia and Poland in 1970 accounted for less than 10 per cent of total imports. The small increases in quotas granted to Poland and Czechoslovakia were in accordance with the policy of relaxing discriminatory restrictions wherever possible and bearing in mind our export prospects to the countries concerned.

Export services

Replying to a Member who asked for a list of the steps taken by the DTI since June 1970 to cut back the services and finances which were assisting British firms to export, Mr. Noble said: 'Since June 1970 the Government has been concerned with the need to stabilize expenditure on export promotion assistance to British firms and to make it more cost effective. We have accordingly established limits to the expenditure on trade promotion in the current financial year. For missions the financial limit this year is £650,000, and as from June 1 assistance for outward missions will be limited to 50 per cent of the air fare in general. We have also rationalized the Export Marketing Research and Group Export Representation schemes and have limited assistance under them to 33⅓ per cent of the cost of approved market research.'

Shopping expeditions from France and Belgium

A Member asked Mr. Noble what, for the latest convenient stated period, had been the United Kingdom's foreign exchange earnings from shopping expeditions from France and the Benelux countries; and what estimate he had made of the effect of this trade on United Kingdom entry to the European Economic Community. Mr. Noble answered: 'I cannot give an exact figure but I doubt if the amount was more than £1 million out of the total expenditure of £44 million by all visitors from these countries in 1970. I have made no estimate of the kind asked for in the second part of the question.'

Trade with Germany

In reply to a Member who asked by what percentage West Germany increased exports to the United Kingdom in the first quarter of 1971 compared with the percentage increase of United Kingdom exports to West Germany, Mr. Noble said that United Kingdom imports from and exports to West Germany were 27 per cent and 4 per cent higher than in the first quarter of 1970.

Typewriters

Mr. Ridley was asked what proportion of the British market for typewriters was met from overseas suppliers. He replied that the proportion for the year 1970 was 83 per cent by value, but about 70 per cent of home production was exported.

Oberammergau Festival

Mr. Grant was asked what reference had been made by the DTI to the Director of Public Prosecutions concerning tours arranged by travel agents or other bodies to the Oberammergau Festival. 'Certain inquiries by the police are being made,' he answered. 'When these inquiries are completed a report will be sent to the appropriate authorities.'

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

Hallmarking

Mr. Ridley was asked, if in the Secretary of State's review of the hallmarking law, he would include the administration of assay offices. 'Yes Sir,' he answered. 'When we have established the desirable details of a reformed law on compulsory hallmarking, we shall consider what provisions can best enable the Assay Offices to play their proper part in operating it.'

North Sea gas

Mr. Ridley was asked what was the chemical composition of the natural gas derived from the mineral gas fields in the British sector of the North Sea, and answered that the gas so far discovered in the British sector of the North Sea contained a very high proportion of methane. The precise composition of the gas varied from field to field but commercial considerations required the details to be kept confidential.

Helium

Mr. Ridley was asked to list the names of the gas fields in the British sector of the North Sea which contain helium. He said that the West Sole, Leman Bank, Indefatigable, Viking and Rough fields each contain a very small amount of helium.

'The main industrial uses of helium in the United Kingdom, are in metallurgy, cryogenics and gas-cooled nuclear reactors,' Mr. Ridley said in reply to another question. 'It is not possible to estimate what the annual requirement will be in 1975.'

Imports of footwear

Mr. Ridley was asked to what extent, on any possible conditions of Great Britain's entry into the EEC the duty-free entry of footwear from the countries of the Six would affect the British footwear industry in this country. He answered: 'It is not possible to make exact estimates but the removal of tariff barriers will stimulate trade in both directions and offer the British industry opportunities which they would welcome.'

Further questions concerned discussions with the EFTA Governments on proposals to grant duty-free entry for footwear from developing countries, and the possibility of discussing with the United States and Japanese Governments the problem of duty-free entry of footwear, so that there would be a common policy between each of these two countries and Great Britain. Mr. Noble replied: 'There have been full discussions in the OECD about the proposed schemes of generalized preferences for developing countries. Footwear is included in the offers of the United Kingdom and some other countries subject to various arrangements to provide safeguards under certain conditions for domestic industry.'

North Sea gas price

Lord Denham, asked on what basis the price paid by the Gas Council for North Sea gas was raised, replied that the contracts for natural gas produced from the Continental Shelf are a matter for negotiation between the Gas Council and the producing companies.

Lord Denham was then asked what the last year's financial results were of the consortia exploiting British Government licences for gas exploitation and what percentage the profits represented on total investment for exploration and exploitation. He replied that the information in the form requested was not available.

Origin marking orders

In answer to a question on provision for indication of country of origin on imported items of clothing after the expiry of the Merchandise Marks Act 1926, Mr. Ridley said that requests for new origin marking orders for certain types of clothing were still under consideration.

Another answer to a question on origin marking orders is given on page 459.

Advertising of development areas

Answering a question on the expenditure by the DTI in 1971 on advertising and other promotional activity designed to interest industrialists in the development areas; and the corresponding figures for the previous seven years, Sir John Eden, Minister for Industry, said that the provision for the financial year 1971/2 was £203,800. £45,725 of this had been committed to date. Expenditure in previous years was:

1970/71	£33,070	1967/68	£179,000
1969/70	£185,000	1966/67	£40,155
1968/69	£201,000	1965/66	£415
	1964/65	£1,065	

Industrial development policy

'There are no grounds for thinking that the operation of the idc system would be affected by entry into the European Economic Community,' said Sir John Eden, in answer to a question.

TUESDAY, MAY 25

Dundee Chamber trade mission

Mr. Noble was asked what reply had been given to the representation by Dundee Chamber of Commerce to the decision to postpone at short notice their export trade missions arranged to Japan, Poland and Romania; what was the estimated savings to public funds of this postponement; how many trade missions from Dundee to overseas countries were supported by thet DTI during the period 1965-1970; and what was the estimated value of the export orders obtained. Mr. Noble answered: 'Our office in Glasgow has been in touch with The Dundee Chamber of Commerce. They have explained the general circumstances to the Chamber. The mission to Japan is expected to take place in the early part of next year. I understand the Chamber is still considering the prospects for a mission to Poland and Romania. The estimated savings to public funds in the current financial year of the postponement of the missions to Japan and Poland and Romania amounts to approximately £10,500. In the years 1965/70 I understand the Dundee Chamber of Commerce mounted nine missions under the BNEC scheme. It is not possible to quantify the cotntribution these missions made to exports.'

Schedule 8 to Companies Act

A Member who asked what changes there had been in the list of banking and discount companies recognized for the purposes of Schedule 8 to the Companies Act 1948 since December 31, 1970, was told by Mr. Ridley that Lloyds and Bolsa International Bank Ltd. had been added to the list.

Export earnings of motor industry

The following information was given by Mr. Noble, answering a question on the export earnings of the British motor car industry in each year between 1965 and 1970; and what these earnings represented in percentage terms of the total export earnings of the United Kingdom.

United Kingdom exports (including re-exports)

	Motor vehicles (excluding motor cycles) and parts excluding engines	Percentage of Total exports
	£ million	
1965	519	*10·6*
1966	525	*10·0*
1967	474	*9·1*
1968	600	*9·3*
1969	729	*9 9*
1970	771	*9 6*

WEDNESDAY, MAY 26

EEC entry and industrial tariffs

Mr. Noble was asked to publish a list of those countries currently enjoying duty free entry into the United Kingdom for industrial goods that would face a tariff if Great Britain were to enter the European Economic Community, showing in each case the volume of imports in 1970 and the amount of the Community tariff; and what was the value of industrial imports, imported duty free into the United Kingdom in 1970, which would be subject to tariff if Great Britain were to sign the Treaty of Rome. He replied: 'The total value of goods falling in Standard Industrial Trade Classification (Revised), Sections 2-9 imported duty-free into the United Kingdom in 1969/70 was £4,641 million. (These sections include all goods except food, live animals, beverages and tobacco.) Goods imported duty-free from all sources accounted for about two-thirds of this total and imports from the Commonwealth preference area and the European Free Trade Association accounted for most of the balance. It would not be possible without disproportionate expenditure to break down the above figure by source, commodity and duty liability under the Common External Tariff of the European Economic Community, but it is clear that Britain's entry into the Community would involve little or no change in duty liability over very large areas of trade. Many industrial goods enter the European Economic Community free of duty. Certain countries in the Commonwealth preference area and the European Free Trade Association are seeking entry to, or association with, the Community and it can be assumed, if they succeed, that the bulk of our industrial imports from them will enter free of duty. In addition, a wide range of industrial imports from developing countries generally would be eligible for duty-free entry under the generalized preference arrangements of the enlarged Community.'

Trade with Ireland

A Member asked for a list of the products against which the Eire Government levied a tariff on entry into the Republic of Ireland from Northern Ireland, together with a note of the present level of those tariffs. Mr. Noble said that at present, most goods entering the Republic from Northern Ireland were still subject to some duty. Apart from certain primary and processed agricultural and fishery products, however, as from July 1 next the duty would be payable at only 40 per cent of that payable on March 1, 1966 and as from July 1, 1975 it would have been eliminated.

Asked to list the products entering the United Kingdom from the Republic of Ireland on which the United Kingdom levied a tariff, Mr. Noble replied that the United Kingdom does not charge protective import duty on any goods regarded as originating in the Irish Republic in accordance with the terms of the Anglo-Irish Free Trade Area Agreement. The main classes of goods subject to revenue duties were beer, wine, spirits (including perfumed spirits), hydrocarbon oil, tobacco, matches and mechanical lighters.

Dundee Chamber mission postponement

Stating that the Dundee Chamber of Commerce Trade Missions to Japan had been cancelled at short notice after having been approved a Member asked what was the reason for this action.

Mr. Noble said that the Dundee Chamber's mission had not been cancelled but, rather, postponed until early next year. This was one of a number of projects which BNEC had put back because the ceiling limit on missions expenditure for the current financial year had been reached.

Parliamentary answers on aviation and shipping

FRIDAY, MAY 21

Package deal air tours

Mr. Michael Noble, Minister for Trade, was asked to publish a list of the places to which package deal tours were enabled to charge less than schedule air fares by the waiving of Article 6 of the International Air Transport Association Convention; and what criteria were used in permitting such exceptions. Mr. Noble answered: 'The whole of Europe and North America, and certain places elsewhere as a result of specific applications made to the ATLB. The criteria adopted include the wellbeing of all sections of the United Kingdom civil aviation industry and the travelling public.'

Import duty on airships

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked whether, pending the Secretary of State's decision on the abolition of the 10·5 per cent import duty on airships announced on May 17, he would give an assurance that the provisions of anti-dumping legislation would apply. Mr. Grant answered: 'No such decision is pending as no case has been submitted for my consideration. The anti-dumping legislation applies to all imported goods whether or not import duty is chargeable on them.'

Aircraft noise

Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, was asked what part HM Government was playing in the international examination of the problem of noise from light aircraft. He replied that the United Kingdom was a member of the International Civil Aviation Organization Committee on Aircraft Noise. This Committee was collecting data on noise from light aircraft, and would make recommendations in due course.

Answering a question on official expenditure during the past five years on studies into the problem of helicopter noise, Mr. Price gave the following figures (which are approximate, since some of the noise research work included is relevant to aircraft other than helicopters):

1966/67	£12,000
1967/68	£17,000
1968/69	£14,000
1969/70	£19,000
1970/71	£32,000

MONDAY, MAY 24

Shipbuilding industry: aid from public funds

Lord Drumalbyn, Minister without Portfolio, was asked to state what sums of money have been advanced, and are outstanding, to the shipbuilding industry; and whether any further sums have been promised under the various statutes providing for assistance from public funds.

He replied: 'The Shipbuilding Industry Act 1967, as amended by the Industrial Expansion Act 1968, empowered the Shipbuilding Industry Board to provide to shipbuilders and main engine manufacturers grants totalling £150,000 under Section 2 and £20 million under Section 3, and to advance loans and equity subscriptions totalling £32½ million under Sections 4 and 6. The Board were also empowered under Section 5 to pay grants in relief of interest due on loans in any period before the end of 1970.

'The Board have paid £150,000 in grants under Section 2, £16.6 million in grants under Section 3 and £2.2 million in grants under Section 5. They have advanced loans totalling £15.6 million under Section 4 and have subscribed £3 million for equity under Section 6. Nearly all the loans remain outstanding. They have promised a further £2 million in grants under Section 3 and £1.3 million in loans under Section 4. Section 2 of the Finance Act 1966 provides for a rebate of indirect taxation, known as "shipbuilders relief", to shipbuilders in respect of ships delivered by them at a present rate of 2 per cent of the contract price of a ship. Since its introduction in September 1966, shipbuilders relief has cost £16 million and is now running at about £4.5 million per annum.

'The shipbuilding industry has also benefited from assistance under various other statutes, such as the Local Employment Acts, which provide for assistance to industry in general. Besides assistance provided under statutes, the Ministry of Technology in 1970 gave additional support to shipbuilders amounting to £7 million in loans and £1.5 million equity subscription. The Ministry of Defence have also made, or promised, loans to shipbuilders totalling £5.6 million.'

Charter flights

Mr. Noble was asked to make a statement about the recent meeting at Washington, which representatives of his department attended, between a European Civil Aviation Committee delegation, the Civil Aeronautics Board, the Department of Transportation and the State Department, which discussed regulations governing charter flights across the North Atlantic. He replied that the United States were proposing that charter services should be regulated by bilateral agreements between governments as scheduled services are now. The meeting explored the American ideas and allowed a first exchange of views between those with a major interest in North Atlantic traffic.

Mr. Noble was then asked whether, in view of recent actions by his department in regard to the bona fides of affinity group charter flight passengers, he now intended to review the regulation of Affinity Group Charter services. 'I have been reviewing the situation for some little time but, as I have explained on several occasions, changes cannot be made quickly in this field,' he answered.

A further question concerned inspections carried out during 1971 into the eligibility of passengers embarking on group charter flights; how many passengers were refused permission to board aircraft; the minimum requirements for the acceptance of passengers under charter-flight arrangements; and how many warnings had been issued or notices of intended prosecution served on organizations, individuals and firms seeking to evade the requirements of approved periods of membership prior to travel. Mr. Noble answered: 'Two such inspections have been carried out as a result of which the airline concerned refused to carry 112 passengers on one flight and 46 on the other. The requirements are set out in Schedule 1 (Category B) of the Civil Aviation (Licensing) Regulations 1964. I have no comprehensive figures of the number of warnings given in 1971 but proceedings have been commenced in four cases and I am considering what action to take in a number of other cases.'

Mr. Noble was then asked to list the occasions during the last 12 months when the DTI had had to act against independent airlines with a view to checking whether all passengers on their group charter flights, were bona fide members of clubs which entitled them to cheaper charter airline fares; what flights were affected; which airlines were involved; what steps he intended to take to stop this practice; and what strictures had been applied or imposed on the airlines and clubs involved. He replied that the department had made a detailed check of passengers on affinity group charter flights operated by independent airlines three times in the last 12 months. All three flights were from Gatwick to New York. The first was a BUA flight on charter to the Cinematic Arts Club, the other two were Laker Airways flights on charter to the European Emigrant Families Association and the Left Hand Club. One summons had been served and he was considering what action to take on the other two cases. He would continue to take such measures as appeared to be necessary to deal with breaches of the regulations.

A Member asked Mr. Noble to what extent the practice of illegally exploiting the six-month rule of club membership for group charter flights was evident to his Department; and if he would specify how many airlines and clubs had been warned in any way by his Department during the last 12 months. He answered: 'I am aware that many clubs which charter aircraft are not always careful to see that passengers conform to the six month rule and that there have been instances of gross abuse. Airlines, both British and foreign, are warned if checks by the Department show that an infringement has taken place and are also alerted to possible irregularities on flights which have not been checked. I have no comprehensive record of all such warnings. It is not my practice to warn clubs since these are not regulated directly under present arrangements. I am considering what further steps to take in addition to those envisaged in Clause 26 of the Civil Aviation Bill.'

Service fees for life jackets

Mr. Grant was asked if steps would be taken to reduce the service fees for Board of Trade life jackets, which had been increased by 950

(*Continued on next page*)

In order to improve further the present air traffic control radar service at London Airport and to overcome the problem of loss of radar cover by screening caused by building development in the area, Marconi Radar Systems on behalf of the DTI have installed an S650 radar aerial 140 feet above the ground. To raise the 9½ tons of equipment Marconi hired from Arup and Arup Ltd., of West Drayton, a Coles 60-ton Gargantua truck mounted crane equipped with 170ft. jib and 30ft. fly jib. The various sub-units of the aerial were lifted and positioned by the crane while members of the installation team completed the final assembly; the whole operation was completed in 10 hours.

PARLIAMENTARY ANSWERS. *continued*

per cent, in view of the damage done to the export trade orders. He replied that the increase was part of a general increase in marine survey fees to ensure full recovery costs in accordance with government policy. He was ready to consider any evidence submitted to the Department.

Aeronautical satellites

A question was asked on the proposals made to the Secretary of State by European Governments for the provision of new aeronautical satellites; and whether he was satisfied with existing facilities in this field. Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, replied: 'The United Kingdom is playing a full part, in co-operation with its partners in the European Space Conference, in carrying out the Aeronautical Satellite Programme agreed in Brussels in July 1970. The existing facilities are adequate for the existing air traffic, but improvements are continually necessary to keep pace with increased traffic.'

Aircraft industry at Hurn

Sir John Eden, Minister for Industry, was asked what consultations he had had with local authorities and others in the Bournemouth area with a view to helping to provide alternative employment following recent announcements about redundancies in the aircraft industry at Hurn. Sir John replied that he had recently met deputations from the aircraft industry in the area. The local authorities had not sought special meetings on this subject. He was aware of the views of the Trades Councils and was continuing to keep a close watch on the local employment situation.

Yugoslav air disaster

The following statement was made by Mr. Noble in answer to a question on the Yugoslav air disaster.

'A Tupalev 134A aircraft, operated by Aviogenex, a Yugoslav company, on a flight from Gatwick, crashed on the approach to Rijeka airport on the Adriatic island of Krk at 19.55 hours GMT yesterday. There was a major fire and 73 British passengers lost their lives, of whom 28 were men, 35 women and 10 children. Three Yugoslav passengers and three Yugoslav stewards were also killed, but four other crew members and a courier escaped with injuries.

'The Yugoslav authorities have set up a Commission of Investigation, and Mr. Dugald Stewart, the British Ambassador to Yugoslavia, has accompanied the President of the Commission to the site of the accident. Because the aircraft crashed in Yugoslavia and was registered there, and had been manufactured in the Soviet Union, the investigation of the accident is a matter for the Yugoslav authorities. The Chicago Convention on International Civil Aviation 1944, Annex 13, does not give us a right to take part, but contrary to what may appear from some of the newspapers, it does not prevent our doing so. In fact we have offered to assist and the Yugoslav authorities have agreed that two members of our Accident Investigation Branch may attend as observers. Two Inspectors of Accidents are now on their way to Rijeka.

'Her Majesty has asked that her condolences should be sent to the relatives of those who have lost their lives. A message of condolence has been received from the Yugoslav Director General of Civil Aviation, for which I would like to express my gratitude. I know the House will wish to join me in expressing all our deepest sympathy with the relatives of all who have lost their lives in this disaster.'

Rolls-Royce RB211

Mr. Frederick Corfield, Minister for Aerospace, was asked the estimated value of the goodwill, work in progress, and research and development incurred by Rolls-Royce Ltd. on the RB211; and what price Rolls-Royce 1971 Ltd. would pay for these assets. He answered that the price to be paid for the assets acquired by Rolls-Royce 1971 Ltd. from the Receiver would be settled by negotiation between the parties. While these negotiations were in progress it would not be right to attempt to answer detailed questions of this kind.

TUESDAY, MAY 25

Oil pollution from tankers: prevention measures

Lord Denham was asked to say who paid for services rendered when a tanker got into trouble near British coasts and tugs and chemicals had to be provided to prevent pollution; and what steps were being taken to avoid these contingencies.

He replied that the cost of dealing with oil pollution in these circumstances was borne by the Department of Trade and Industry, but every effort was made to secure reimbursement from those responsible for the pollution under the law and through the two voluntary schemes arranged by tanker owners and the international oil industry. On avoidance of accidents much work was going on in the Intergovernmental Maritime Consultative Organisation, in which HM Government was playing a very full part. HM Government had just concluded talks with France, Belgium and the Netherlands which reached a number of useful conclusions, including agreement to co-operate in identifying and warning other shipping of vessels proceeding against the prescribed direction of traffic flow.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice

49	Temporary importations: international co-operation
77E	Purchase tax-exports.
77X	Purchase tax - retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorized hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.

Exchange Control

Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
June 8	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon., OX6 7AL. (Tel. 08692 2073.)

CLOTHING AND TEXTILES: Shirts; vests; drawers; khaki shorts and trousers; blue dungaree overalls; denim overall trousers and blouses; raincoats; greatcoats; web anklets; ankle boots; shoes; haversacks; tenting; cobblers' equipment; VEHICLES AND MACHINERY: Ford Zephyr saloon; Hillman 'Husky'; Austin 1-ton truck; Ferguson tractors; Ruston Bucyrus excavator equipment; drott buckets; extractor equipment; rammers; bulldozers; calfdozer; concrete mixers; dumpers; vibrating spades; Chaseside shovels; cranes; tricranes; platform and selector trucks; grinding machine; electric saws; hammers and planes; lathes; winches; milling machine; welding set; compressors; transformers; coil circuit voltage regulator; rectifiers; alternators; generator; brake testers; gantries; oxy-acetylene cutting outfits; screw cutting tools; diesel and petrol engines; ratchet jackets; paint sprayers; light alloy ladders; oscillographs; oscilloscopes; tape recorders; intercoms; prismatic compasses; SADDLERY: saddles; collars; girth straps; slings; bridles; bits; nose bags; breechings; surcingles; pack saddle blankets; MT spares; furniture; tyres and a large quantity of other miscellaneous equipment.

June 22-23	Miscellaneous stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton-upon-Trent. (Tel. 4657.)

Plant and machinery; compressors; oscilloscopes; portable welders; wooden transit boxes; 30 h.p. air blowers; fork lift trucks; clothing and textiles; furniture; machine tools including pedestal, pillar and radial drills; grinding, milling and woodworking machines; centre, shell and tool lathes; presses; shapers, angle bending machines; power hacksaws, etc.

June 30	Miscellaneous stores	Queen's Hall, Northern Ireland War Memorial Building, 9/13 Waring Street, Belfast, 1	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, BT1 4NZ. (Tel. 0232 20233.)

Approximately 450 lots of miscellaneous vehicles and spares; machine tools; clothing; textiles; furniture; mixed rags, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
June 8	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 5p direct from auctioneer. View days: Day preceding and morning of sale.

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Gentransco House, Ratcliffe Road, Atherstone, Warwick	Telephone: 277 3611/5	Telex: 341136
Sanderson House, 39 White Abbey Road, Bradford 8	Telephone: 28015	Telex: 51534
Gentransco House, Cater Road, Bishopsworth, Bristol BS 13 7 TW	Telephone: 668431/6	Telex: 44852
6 Hedel Road, Cardiff, CF1 8XD, S. Wales	Telephone: 21308/9	
Regent House, Ferensway, Hull	Telephone: 36850	Telex: 52443
21/24 Irwell Chambers West, Fazakerley Street, Liverpool, L 39 EA	Telephone: 236 2185	Telex: 627206
40 King Street West, Manchester M3 2NX	Telephone: 832 6411	Telex: 66659

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·0	156	155	116	104·2	138	148	156	117	136	351	224	40	51
1969															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	124·0	149	148	114	103·3	133	141	144	112	133	–31	32	– 5	–41
2nd quarter	120	123·4	155	153	116	104·2	141	150	163	118	137	106	55	11	21
3rd quarter	120	123·8	159	158	117	104·6	138	150	156	119	133	117	40	6	12
4th quarter	122	124·4	163	161	118	104·7	140	149	162	119	139	159	95	28	59
1971															
1st quarter		122·9 p			116	101·9							74 p		–75 p
1970															
September		125·7				104·4									
October		125·7				106·0									
November		122·5				103·3									
December		124·9				104·9									
1971															
January		125·0 p				102·7									
February		122·4 p				99·7									
March		121·2 p				103·0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil ‡‡ employment	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120	121	43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	130	120	-312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	146	-319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165	416
1970	125	140·2	6·4	128·5	124·6	217·7	574	186		181	184	631
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162	153	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	165	163	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165	171	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172	174
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171	180	215
2nd quarter	122	139·5	5·8	129·2	123·6	214·0	563	187	24,139	183	183	144
3rd quarter	123	141·1	6·9	126·9	125·7	219·5	592	185	24,077	178	175	76
4th quarter	125	144·0	7·7	127·8	128·4	228·3	581	177		190	199	19[illegible]
1971												
1st quarter	122 p	147·9	8·6	131·2 p	131·5 p	237·2 p	631	146		189	186	
1970												
September	123	141·5	7·0	127·2	126·4	221·3	589	187		194	199	
October	123	143·0	7·4	126·3	127·5	222·7	576	184		192	203	
November	125	144·0	7·9	128·4	128·5	228·8	579	176		192	191	
December	125	145·0	7·9	128·5	129·1	233·3	589	171		186	204	
1971												
January	122 p	147·0	8·5	129·8 p	130·7 p	236·8	613	157		176	176	
February	122 p	147·8	8·5	130·6 p	131·6 p	237·1	623	147		187	172	
March	122 p	149·0	8·8	132·2 p	132·1 p	237·8	656	134		205	209	
April		152·2	9·4	136·5 p	132·8 p	238·7 p	704	129		201 p	209 p	
May							731 p	130 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(‡‡) Figures are subject to revision.

1970 computer deliveries create new record

Fourth quarter output lower

FIGURES PUBLISHED on May 26 confirm the forecast, made when the third quarter figures were revealed, that the level of computer output in the fourth quarter of 1970 would be lower.

In the event, total output, which includes repair and maintenance and the delivery of factored machines, was £85 million in the fourth quarter compared with £90 million in the third quarter, whilst the total for the year amounted to £318 million, 42 per cent more than the total for 1969 of £223 million.

Deliveries of hardware alone increased from the 1969 total of £207 million to £296 million in 1970, a rise of 43 per cent, but it should be remembered that part of the increase was due to new productive facilities becoming fully operative in the United Kingdom. Nevertheless, in terms of current prices, deliveries of computer hardware between 1966, when the inquiry was first started, and 1970 increased by 27 per cent per annum.

Deliveries of computer hardware

£ million current prices

	British made			Factored			All machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1969	89·2	62·0	151·2	55·7	0·3	56·0	144·9	62·3	207·2
1970	126·9	96·6	223·5	72·3	0·3	72·6	199·2	96·9	296·1
Increase £ million	37·7	34·6	72·3	16·6	—	16·6	54·3	34·6	88·9
Percentage	*42*	*56*	*48*	*30*	—	*30*	*37*	*56*	*43*

Export performance maintained

In 1969 exports were half as high again as in 1968, and the result for 1970 was even better. Deliveries for export were 56 per cent above those of 1969, the whole increase having been achieved by British-made equipment.

Since 1966 exports have increased from £34 million to £97 million, an annual rate of 30 per cent in current price terms.

Full details of output and deliveries appear in Tables 1, 2 and 3 below.

Many small systems

Respondents to the computer inquiry give details of the number and value of the systems which they have delivered. They may be summarized as follows:

Digital computer systems delivered, 1970

	Home		Export	
Size of System	No.	Value £'000	No.	Value £'000
Under £5,000	266	991	515	2,265
£5,000- £19,000	972	8,541	107	866
£20,000- £49,000	278	8,365	259	8,443
£50,000-£119,000	236	19,579	112	8,908
£120,000-£249,000	126	22,826	94	16,749
£250,000-£499,000	42	14,299	23	7,839
£500,000-£999,000	14	9,231	4	2,193
Over £1 million	3	4,608	—	—
Unclassified	386	27,181	76	8,435
Total	2,323	115,621	1,190	55,698

(*Continued on next page*)

Table 1. Total deliveries of electronic computers

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969	119,732	36,493	3,897	518	10,182	2,997	9,404	2,803	64,038	19,507	207,253	62,318	15,767	1,010	49	89	223,158	63,328	11,607
1970	171,319	55,698	2,364	126	20,035	9,036	14,674	5,929	87,780	26,142	296,172	96,931	20,840	61	200	384	317,596	97,113	13,779
1969 1st quarter	25,409	7,181	604	102	2,050	200	2,386	103	13,719	3,467	44,168	11,053	3,399	229	7	30	47,604	11,282	3,522
2nd quarter	26,032	7,877	1,684	114	2,370	551	1,829	742	17,151	5,023	49,066	14,307	3,896	385	3	32	52,997	14,692	2,922
3rd quarter	32,038	11,271	814	198	2,148	663	1,148	400	15,214	5,021	51,362	17,553	4,021	266	19	3	55,405	17,819	2,834
4th quarter	36,253	10,164	795	104	3,614	1,583	4,041	1,558	17,954	5,996	62,657	19,405	4,451	130	20	24	67,152	19,535	2,329
1970 1st quarter	35,808	11,700	179	79	2,995	1,307	2,770	948	21,338	5,844	63,090	19,878	4,981	10	24	100	68,195	19,955	3,547
2nd quarter	41,078	11,685	291	34	5,028	2,126	3,130	1,178	20,246	6,064	69,773	21,087	4,858	17	22	63	74,716	21,104	2,589
3rd quarter	49,559	16,479	1,641	6	6,237	2,520	3,993	1,829	23,123	6,121	84,553	26,955	5,130	15	53	84	89,820	26,978	3,339
4th quarter	44,874	15,834	253	7	5,775	3,083	4,781	1,974	23,073	8,113	78,756	29,011	5,871	19	101	137	84,865	29,076	4,304

Table 2. Deliveries of electronic computers (British made)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrd Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1969	86,596	36,370	2,575	498	7,918	2,973	9,404	2,803	44,720	19,416	151,213	62,060	12,824	1,010	48	87	164,172	63,070	8,220
1970	123,437	55,519	779	124	18,092	9,010	14,344	5,929	66,898	26,058	223,550	96,640	16,186	61	200	326	240,262	96,822	13,778
1969 1st quarter	19,291	7,169	604	102	1,270	199	2,386	103	8,287	3,465	31,838	11,038	2,801	229	7	30	34,676	11,267	2,742
2nd quarter	19,282	7,877	670	114	1,741	544	1,829	742	11,214	5,021	34,736	14,298	3,364	385	3	32	38,135	14,683	1,519
3rd quarter	26,329	11,238	750	198	1,600	657	1,148	400	11,612	4,939	41,439	17,432	3,243	266	18	3	44,703	17,698	1,882
4th quarter	21,694	10,086	551	84	3,307	1,573	4,041	1,558	13,607	5,991	43,200	19,292	3,416	130	20	22	46,658	19,422	2,077
1970 1st quarter	26,539	11,575	144	79	2,706	1,304	2,770	948	16,940	5,818	49,099	19,724	3,720	10	24	90	52,933	19,801	3,546
2nd quarter	28,224	11,643	291	34	4,772	2,123	2,817	1,178	14,956	6,057	51,060	21,035	3,898	17	22	57	55,037	21,052	2,589
3rd quarter	38,495	16,479	141	6	5,490	2,501	3,976	1,829	16,483	6,112	64,585	26,927	3,883	15	53	61	68,582	26,950	3,339
4th quarter	30,179	15,822	203	5	5,124	3,082	4,781	1,974	18,519	8,071	58,806	28,954	4,685	19	101	118	63,710	29,019	4,304

The total value figures shown can be reconciled with columns 2 and 3 in Table 1, but a notable feature was the large number of small systems deliveried. This continues a trend which had been observed last year.

Orders on hand lower

Table 4 shows that at the end of 1970 there was a further slight fall in orders on hand to £302 million from £312 million in September, and the peak figure of £333 million in June. Export orders remained high, so the fall was confined to the United Kingdom market wherein orders for factored machines suffered relatively more than orders for United Kingdom manufactured equipment.

Net new orders

Net new orders may be calculated from the figures of deliveries and orders on hand:

Net new orders for electronic computers

£ million current prices

	1968			1969			1970		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st quarter	40·4	9·7	50·1	33·2	19·6	52·8	64·2	27·6	91·8
2nd quarter	23·6	14·9	38·5	51·9	29·9	81·8	43·5	35·7	79·2
3rd quarter	60·6	15·4	76·0	36·2	18·0	54·2	39·8	24·0	63·8
4th quarter	43·6	10·0	53·6	47·3	24·3	71·6	39·2	29·2	68·4

The rate of order-taking recovered a little in the fourth quarter but remained well below that of the first quarter. Taken in conjunction with the lower orders on hand and the high rates of deliveries, the intake of orders gives some cause for concern.

Employment

The number of employees increased steadily throughout 1970 to a figure that was over 7 per cent higher than at the end of 1969. This was partly a reflection of the new capacity referred to earlier.

Notes:

The computer industry in this country consists of British manufacturers, the manufacturing subsidiaries of foreign companies and some concerns with only a selling function. In practice the manufacturing and selling functions are often combined. There are also some firms whose whole output is incorporated in that of others.

All these considerations are taken into account in the detailed analyses which appear in the attached tables, but it should be noted that the term 'factored' is used to describe the activities of those firms which sell equipment, as opposed to making it, and that most factored equipment is, in fact, imported.

The principle used throughout the computer enquiry is that only equipment interfaced with a computer is considered. Thus, data transmission equipment includes only the terminal and not the telecommunication links, while industrial electronic control equipment includes only the computing element without any of the associated telemetry, etc. Peripheral equipment is an omnibus item which includes not only enhancements of existing systems but also the input, output and storage equipment, much of which is made by specialists as well as by the main frame makers.

Repair and maintenance is an important item which governs the installation and upkeep of machines in the field-work which is carried out by skilled specialists. The values shown in Tables 1, 2 and 3 are not the totals for this activity but only that proportion which can be separately distinguished. The work shown in Table 3 is that carried out on factored machines in the United Kingdom only and does not include any work on machines returned overseas for repair. Similarly R & D in Table 3 relates only to work in the United Kingdom.

Goods sold to other United Kingdom computer manufacturers covers the cases mentioned above where the output of one firm is the input to another.

The amount involved is shown separately to avoid its being counted twice. The values of deliveries for export of computers and peripheral equipment shown in Table 2 differ from the figures published in the Overseas Trade Accounts covering United Kingdom exports of these items. Similarly, the values of factored equipment in Table 3 differ from United Kingdom imports shown in the OTA. This is mainly due to the fact that production and trade are necessarily evaluated on different bases.

Table 3. Deliveries of electronic computers (factored)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (†)		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969	33,136	123	1,322	20	2,264	24	—	—	19,318	91	56,040	258	2,943	—	1	2	58,986	258	3,387
1970	47,882	179	1,585	2	1,943	26	330	—	20,882	84	72,622	291	4,654	—	—	58	77,334	291	1
1969 1st quarter	6 118	12	—	—	780	1	—	—	5,432	2	12,330	15	598	—	—	—	12,928	15	780
2nd quarter	6,750	—	1,014	—	629	7	—	—	5,937	2	14,330	9	532	—	—	—	14,862	9	1,403
3rd quarter	5,709	33	64	—	548	6	—	—	3,602	82	9,923	121	778	—	1	—	10,702	121	952
4th quarter	14,559	78	244	20	307	10	—	—	4,347	5	19,457	113	1,035	—	—	2	20,494	113	252
1970 1st quarter	9,269	125	35	—	289	3	—	—	4,398	26	13,991	154	1,261	—	—	10	15,262	154	1
2nd quarter	12,854	42	—	—	256	3	313	—	5,290	7	18,713	52	960	—	—	6	19,679	52	—
3rd quarter	11,064	—	1,500	—	747	19	17	—	6,640	9	19,968	28	1,247	—	—	23	21,238	28	—
4th quarter	14,695	12	50	2	651	1	—	—	4,554	42	19,950	57	1,186	—	—	19	21,155	57	—

(†) Work done in United Kingdom only.

Table 4. Orders on hand for electronic computers and peripherals

£ million

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966 December 31	126·9	97·5	29·4	99·2	71·3	27·9	27·7	26·2	1·5
1967 December 31	188·3	157·0	31·3	128·1	97·9	30·2	60·2	59·1	1·1
1968 December 31	241·3	200·9	40·4	150·6	110·2	40·4	90·7	90·7	—
1969 March 31	250·0	201·0	49·0	157·0	108·0	49·0	93·0	93·0	—
June 30	282·8	218·2	64·6	182·3	117·7	64·6	100·5	100·5	—
September 30	285·7	220·6	65·1	182·4	117·3	65·1	103·3	103·3	—
December 31	294·7	224·7	70·0	185·1	115·4	69·7	109·6	109·3	0·3
1970 March 31	323·4	245·7	77·7	202·8	125·1	77·7	120·6	120·6	—
June 30	332·9	240·5	92·4	218·6	126·2	92·4	114·3	114·3	—
September 30	312·2	222·7	89·5	212·6	123·1	89·5	99·6	99·6	—
December 31	301·9	212·1	89·8	207·4	117.6	89·8	94·5	94·5	—

Table 5. Numbers employed in United Kingdom electronic computer industry

	Total	R & D	Manu-facturing	Sales	Other
1966 December 31	35,800	3,600	15,300	4,700	12,200
1967 December 31	41,600	4,800	17,000	5,600	14,200
1968 December 31	45,100	4,900	17,800	5,500	16,900
1969 March 31	44,000	4,600	17,200	5,300	16,900
June 30	45,800	5,200	17,600	5,700	17,300
September 30	47,800	5,200	18,600	5,800	18,200
December 31	48,800	5,700	19,000	5,800	18,300
1970 March 31	49,200	6,100	18,700	5,500	18,900
June 30	51,500	6,400	20,000	5,600	19,500
September 30	52,100	6,500	20,700	5,800	19,100
December 31	52,400	6,400	20,300	5,900	19,800

Office development statistics in the first quarter of 1971

THE DEPARTMENT of the Environment reports that the floor space covered by the 151 office development permits issued in the first quarter of 1971 amounted to 7.9 million square feet. Comparison with previous periods is affected by changes in the control which were introduced at the end of the last quarter of 1970. As from December 16, 1970, the parts of the West Midlands and East Midlands Planning Regions still remaining in control were excluded while at the same time the exemption limit in Greater London was raised to 10,000 square feet. Permits are now required only for the South East Region and only for development of 10,000 square feet or more.

In the London Metropolitan Region 132 permits for a gross area of 7.2 million square feet were issued in the first quarter of 1971, as compared with 137 permits for 5.5 million square feet in the fourth quarter of 1970, and in the GLC area 11 fewer permits were issued (106 in the first quarter of 1971 compared with 117 in the previous quarter), but the floorspace covered increased by about 1.5 million million square feet to 6.3 million square feet. Following the raising of the exemption limit the average floorspace per permit in the GLC area increased from 41,000 square feet in the fourth quarter of 1970 to 59,000 square feet in the first quarter of 1971, so that although the number of permits in the South East Region as a whole issued in the first quarter of 1971 fell slightly compared with the fourth quarter of 1970 the floorspace cover increased.

After deduction of relinquishments of existing offices and permits for the continuing use of existing offices, included in the total figures there was a potential addition to office space by way of new building and conversion of non-office premises to office use, of 5.2 million square feet. The corresponding figure for the last quarter of 1970 was also 5.2 million square feet.

This series of statistics was introduced in the *Board of Trade Journal* of September 27, 1968, and the most recently published article appeared in *Trade and Industry* on March 10, 1971.

Notes to Tables

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964, for some projects, as explained in the first Annual Report by the Board of Trade under the Act, this report was referred to in the *Board of Trade Journal* of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midland Planning Regions not already controlled, and the whole of East Midland and East Anglia Planning Regions came under control on July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control. The remaining areas of the West Midlands and East Midlands Planning Regions were excluded from control on December 16, 1970.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969 this change was extended to the areas of the Metropolitan Region outside Greater London. The exemption limit in Greater London was raised to 10,000 square feet from December 16, 1970.

Modification of Control. From April 1, 1969, office development permits were in most cases no longer needed for developments within the curtilage of an industrial building for which an industrial development certificate was issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued), and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of areas. The planning regions correspond to the new standard regions for statistical purposes are defined in the *Board of Trade Journal* of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre, as defined in the General Register Office Census 1961 Country Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965. The West Midlands Conurbation is defined in the Control of Office Development (Designation of Areas) Order, 1965, as amended by the West Midlands Order 1965 (page 406, *Board of Trade Journal*, August 20, 1965).

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

Table 1. Office development permits—regional totals

	Total			South East Region			West Midland Region			East Midland Region			East Anglia Region		
	Number of Permits	Thousand sq. ft.		Number of Permits	Thousand sq. ft.		Number of Permits	Thousand sq. ft.		Number of Permits	Thousand sq. ft.		Number of Permits	Thousand sq. ft.	
		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished
1965 Aug.-Dec.	175	2,701	1,070	165	2,655	1,056	10	46	14	—	—	—	—	—	—
1966	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	9
1967	726	9,171	2,720	525	7,097	2,289	103	1,076	161	61	534	175	37	464	95
1968	661	13,852	5,415	594	12,018	5,184	34	1,106	32	18	398	62	15	330	137
1969	524	15,169	3,599	464	13,276	3,540	33	1,003	33	25	847	13	2	43	13
1970	693	26,291	6,449	622	22,988	6,444	41	1,880	5	30	1,423	—	—	—	—
1965 Aug.-Sept.	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th quarter	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st quarter	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd quarter	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd quarter	122	1,123	564	103	972	502	15	116	32	} 19	218	33	8	54	9
4th quarter	170	2,086	723	126	1,718	676	21	131	35						
1967 1st quarter	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	134	34
2nd quarter	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd quarter	128	1,561	617	100	1,152	554	15	239	60	8	96	—	5	74	3
4th quarter	131	2,538	715	116	2,216	633	9	161	43						
1968 1st quarter	124	2,173	1,115	114	1,962	1,101	3	48	—	} 6	145	9	7	179	44
2nd quarter	179	4,484	1,701	156	3,787	1,611	15	523	22	3	56	20	5	118	48
3rd quarter	197	4,039	1,541	181	3,650	1,509	8	257	7	3	29	10	5	103	15
4th quarter	161	3,156	1,058	143	2,619	963	8	278	3	7	179	23	3	80	69
1969 1st quarter	178	3,713	590	153	3,162	577	14	347	—	9	161	—	2	43	13
2nd quarter	122	4,923	1,103	110	4,362	1,067	3	164	30	9	397	6	—	—	—
3rd quarter	116	3,398	1,158	107	3,151	1,155	7	215	3	2	32	—	—	—	—
4th quarter	108	3,135	748	94	2,601	741	9	277	—	5	257	7	—	—	—
1970 1st quarter	103	3,287	668	91	2,797	668	9	441	—	3	49	—	—	—	—
2nd quarter	113	4,628	1,799	92	3,832	1,799	8	303	—	13	493	—	—	—	—
3rd quarter	310	11,369	2,267	285	9,948	2,267	16	696	—	9	725	—	—	—	—
4th quarter	167	7,007	1,715	154	6,411	1,710	8	440	5	5	156	—	—	—	—
1971 1st quarter	151	7,895	1 343	151	7,895	1,343	—	—	—	—	—	—	—	—	—

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined
The main breaks in comparability in the quarterly totals are indicated by lines

Man-made fibres

Deliveries

TOTAL DELIVERIES of man-made fibres in the first quarter of 1971 were 9 per cent more than in the corresponding quarter of 1970.

Deliveries of continuous filament to the home trade during the first quarter of 1971 were 12 per cent more than in the first quarter of 1970. Weft knitting showed a 44 per cent increase and warp knitting an increase of 19 per cent. For broad weaving and for industrial purposes they were 5 per cent and 12 per cent less respectively.

Deliveries of staple fibre to the home trade during the first quarter of 1971 were 6 per cent more. Deliveries to cotton spinning were 19 per cent more while wool spinning was 5 per cent less and flax spinning 11 per cent less.

Deliveries of continuous filament yarn for export were 3 per cent less than in the first quarter of 1970, while deliveries of staple fibre were 12 per cent more.

Figures issued by the Man-made Fibres Producers Committee are now given in metric tonnes; the table has been converted to maintain continuity.

Deliveries of continuous filament yarn (‡)

Thousand metric tons

	Total	Home						Exports as yarn (†)
		Total	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	
1964	176·9	134·1	39·5	25·8	19·3	43·4	6·0	42·9
1965	180·3	140·7	40·4	25·0	21·4	48·1	5·8	39·6
1966	183·8	149·5	41·1	30·9	20·9	48·6	7·9	34·4
1967	198·4	156·9	34·2	39·6	25·3	48·9	8·9	41·5
1968	238·4	188·9	40·9	54·9	32·0	52·2	9·8	49·4
1969	242·7	193·6	39·2	51·9	35·3	58·8	8·4	49·1
1970	254·8	198·1	35·3	63·7	38·0	53·3	7·8	56·7
1969								
1st qtr.	64·8	52·6	11·0	15·1	9·3	14·7	2·4	12·2
2nd qtr.	62·7	50·8	10·4	13·6	9·5	15·2	2·1	12·0
3rd qtr.	52·8	42·7	8·3	11·0	7·7	13·7	2·0	10·1
4th qtr.	62·4	47·7	9·5	12·2	8·8	15·2	1·9	14·7
1970								
1st qtr.	63·8	47·9	9·0	13·9	8·8	14·4	1·8	15·8
2nd qtr.	64·9	51·1	9·7	16·4	9·4	13·8	1·7	13·8
3rd qtr.	57·4	45·5	8·4	14·4	8·9	11·9	1·9	11·9
4th qtr.	68·8	53·5	8·1	19·0	10·8	13·2	2·5	15·2
1971								
1st qtr.	69·3	53·9	8·6 (§)	20·0	10·5	12·7	2·2	15·3

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) From January 1968 a revised classification of end-uses was introduced; from the first quarter of 1968, therefore, the figures for deliveries to individual industries may not be precisely comparable with those for earlier periods.
(§) Includes 1.7 thousand metric tons for carpet and rugs.

Deliveries of staple fibre

Thousand metric tons

	Total	Home					Exports (†)
		Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	
1964	208·6	158·6	62·0	57·8	17·4	21·5	50·1
1965	204·4	151·8	57·0	56·9	13·3	24·5	52·7
1966	204·5	147·6	52·1	57·0	12·8	25·6	57·0
1967	234·5	152·9	47·9	58·2	19·1	27·8	81·6
1968	282·4	173·1	52·3	58·2	26·3	36·3	109·3
1969	299·3	169·2	51·1	51·5	28·0	38·6	130·1
1970	329·4	191·4	57·6	57·1	31·5	45·2	138·1
1969 1st qtr.	79·4	45·5	13·3	14·0	8·0	10·3	33·9
2nd qtr.	77·5	40·7	12·2	13·1	6·3	9·1	36·8
3rd qtr.	67·6	37·0	11·2	10·9	6·1	8·9	30·6
4th qtr.	74·7	46·0	14·3	13·6	7·7	10·5	28·8
1970 1st qtr.	81·7	46·5	14·2	13·9	7·8	10·7	35·2
2nd qtr.	85·8	49·5	14·4	15·0	8·5	11·6	36·3
3rd qtr.	80·8	44·1	13·1	13·7	7·1	10·3	36·7
4th qtr.	81·1	51·3	15·9	14·6	8·1	12·7	29·8
1971 1st qtr.	88·7	49·4	16·8	13·2 (‡)	6·9	12·5	39·3

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) Woollen spinning 6·2 thousand metric tons; worsted spinning 7·0 thousand metric tons.

Production of man-made fibres in March

THE VOLUME of production of man-made fibres in March was 16 per cent more than in March 1970.

Total production by weight of man-made fibres in March was 11 per cent more than in March 1970 with output of continuous filament 15 per cent more and staple fibre 8 per cent more.

Figures issued by the Man-made Fibres Producers Committee are now given in metric tonnes; the table has been converted to maintain continuity.

Man-made fibre production

Thousand metric tons(†)

	Total	Continuous filament (singles)	Staple fibre
1964	374·3	171·5	202·8
1965	391·0	179·8	211·2
1966	399·9	186·6	213·3
1967	433·2	198·9	234·4
1968	539·1	241·8	297·4
1969	553·9	252·5	301·5
1970	599·4	257·6	341·9
1969 1st quarter	141·9	65·3	76·6
2nd quarter	143·7	64·7	79·0
3rd quarter	125·8	57·6	68·2
4th quarter	142·6	64·9	77·7
1970 1st quarter	146·8	63·4	83·4
2nd quarter	155·7	67·6	88·0
3rd quarter	148·7	60·7	88·0
4th quarter	148·3	65·8	82·5
1971 1st quarter	157·2	72·1	85·1
1969 October	47·6	21·6	26·0
November	47·9	22·3	25·6
December	47·0	21·0	26·0
1970 January	50·3	22·0	28·3
February	45·5	19·6	25·9
March	51·0	21·8	29·2
October	48·9	22·0	26·8
November	50·0	22·7	27·3
December	49·4	21·0	28·4
1971 January	52·2	24·7	27·6
February	48·3	22·3	26·0
March	56·7	25·2	31·5

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis: previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Index of the volume of production of man-made fibres

1963 = 100

1964	117	
1965	129	
1966	142	
1967	154	
1968	201	
1969	213	
1970	238	
	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	214
2nd quarter	248	236
3rd quarter	234	258
4th quarter	241	243
1971 1st quarter	260	252
1969 October	211	218
November	225	223
December	212	213
1970 January	228	221
February	224	208
March	233	215
April	253	237
May	249	233
June	243	236
July	238	252
August	219	259
September	244	263
October	240	247
November	251	248
December	233	233
1971 January	256	248
February	263	250
March	271	257

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1970, and may be subject to slight revision when the complete figures for 1971 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Telephone inquiries: 01-222 7877, Ext. 2867 or 2858.

Quarterly analysis of man-made fibre production

PRODUCTION BY WEIGHT of synthetic fibres in the first quarter of 1971 was 18 per cent more than in the corresponding period of 1970 while production by weight of viscose plus acetate was 5 per cent less.

Within the total for synthetic fibres production of continuous filament was 29 per cent more and staple fibre 8 per cent more. Under the heading 'viscose plus actetate', production of continuous filament yarn was 10 per cent less and staple fibre 3 per cent less than in the first quarter of 1970.

Figures issued by the Man-made Fibres Producers Committee are now given in metric tonnes; the table has been converted to maintain continuity.

Analysis of man-made fibre production

Thousand metric tons (†)

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	66·2	191·3	39·7	79·2	26·5	112·2
1962	83·0	201·5	51·7	80·2	31·2	121·3
1963	105·4	220·8	64·3	85·5	41·1	135·3
1964	126·4	247·9	75·1	96·4	51·3	151·5
1965	148·0	243·0	81·6	98·2	66·4	144·9
1966	174·8	225·1	95·8	90·7	78·9	134·4
1967	194·1	239·1	108·2	90·7	85·9	148·5
1968	268·4	270·8	144·3	97·5	124·1	173·3
1969	291·4	262·5	155·9	96·6	135·5	166·0
1970	336·9	262·5	166·6	90·9	170·3	171·6
1969 1st quarter	71·3	70·6	39·5	25·8	31·8	44·8
2nd quarter	75·7	68·0	39·4	25·3	36·3	42·7
3rd quarter	70·4	55·3	37·4	20·2	33·1	35·2
4th quarter	74·0	68·6	39·6	25·3	34·3	43·3
1970 1st quarter	78·2	68·5	38·4	25·0	39·8	43·5
2nd quarter	87·4	68·3	43·0	24·6	44·4	43·7
3rd quarter	84·2	64·5	40·9	19·8	43·3	44·7
4th quarter	87·0	61·2	44·3	21·5	42·7	39·7
1971 1st quarter	92·5	64·8	49·6	22·6	42·9	42·2

The heading 'Viscose + acetate' includes triacetate.
(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:
Paper and Paper Making Materials for March 1971
Motor Cycles, Three Wheel Vehicles and Pedal Cycles for February 1971
Salt for March 1971
Gramophone Records for February 1971

Quarterly at 37½p a year post free:
Rectifier Plant for Third Quarter 1970
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Hosiery for Fourth Quarter 1970

Miscellaneous Series:

Monthly at £5·25 a year post free:
Motor Vehicle Registrations for March 1971

Quarterly at 37½p a year post free:
Acquisitions and Mergers of Companies for First Quarter 1971

A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, 1971 on page 679.

General index of retail prices for April

THE DEPARTMENT of Employment announce that at April 20, 1971, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 152.2 compared with 149.0 at March 16. The principal changes during the month were rises in local rates and water charges in nearly all areas in England and Wales, and higher prices or charges for many other goods and services.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, May 28, 1971
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Carry On Henry	Br/E 35497/29/5/76	90	May 25	Rank Film Distributors Ltd.	Peter Rogers Productions Ltd., and G.T. Productions Ltd.
The Firechasers	Br/E 35498/29/5/76	101	May 25	" " "	Independent Artists (Production) Ltd.
The Intrepid Mr. Twigg	Br/E 35499/29/5/76	36	May 25	British Lion Films Ltd.	Talus International Films Ltd.
Movietone News 2190	Br/E 35266/29/5/76	8	May 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2190A	Br/E 35267/29/5/76	8	May 28	" " "	" " "
				FOREIGN	
Scorpio Rising	F 35500	31	May 25	Vaughan Films Ltd.	Kenneth Anger
Black Flowers For The Bride .... A Comedy Of Evil	F 35501	113	May 25	Twentieth Century-Fox Film Co. Ltd.	Cinema Center Films and Media Productions Inc.
A Quiet Place In The Country	F 35502	106	May 25	United Artists Corporation Ltd.	Pea Produzioni Europee Ass. S.A.S., Rome and Les Productions Artistes Associes, Paris
Japan	F 35503	9	May 26	Twentieth Century-Fox Film Co., Ltd.	K. Jackson Wain, Sydney

DETAILED STATISTICS OF UNITED KINGDOM OVERSEA S TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Exhibitions and Fairs

First joint venture in Brazil a success

BY C. A. G. CHAMPNESS, BRITISH VICE-CONSUL (COMMERCIAL), SAO PAULO

EIGHT BRITISH COMPANIES participated in our first joint venture in a Brazilian specialized fair. There was a total of 153 exhibitors at the International Packaging and Graphic Arts Exhibition, held at Sao Paulo from May 10 to 16, the majority of which were European or North American firms exhibiting either directly or through their agents. The largest foreign contingent came from Italy. The Japanese, too, were well represented and the USSR exhibited both packaging and printing machinery.

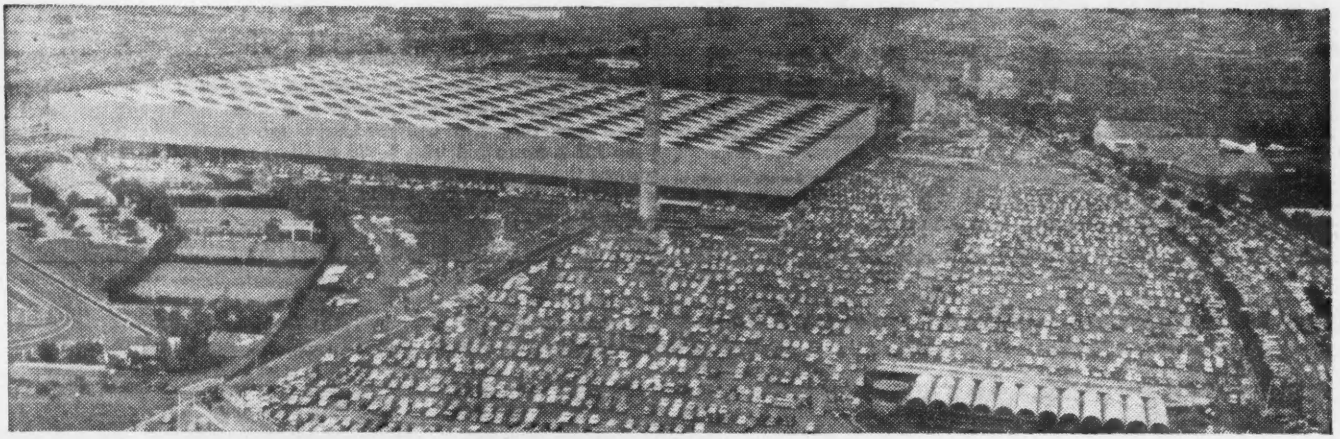
The British firms – who were evenly divided between two group stands, one in each of the two sections of the exhibition, were well satisfied with their decision to participate. Brazilian GNP is growing at a rate, in real terms, of over 9 per cent per year; 40 per cent of the population is under 15, with all that this implies by way of present and future expansion of consumer and industrial demand. In a country that now produces everything from cornflakes to a wide range of specialized technical magazines, both the packaging and printing industries must constantly review their machinery needs to ensure that production meets demand.

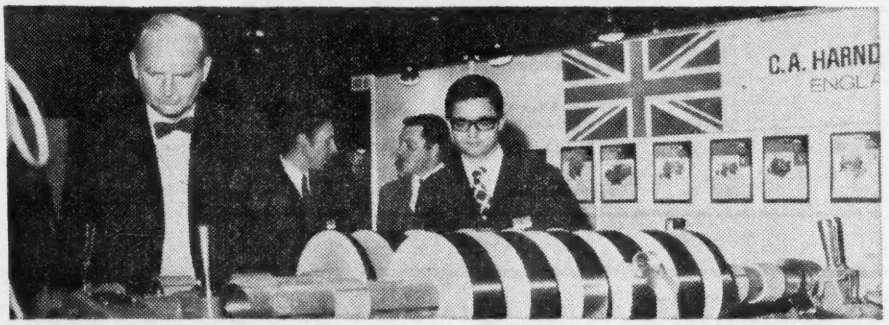
Impressive new exhibition pavilion

The impressive new exhibition pavilion at Parque Anhembi with a single exhibition area at groundlevel of over 55,000 square metres, proved to be ideal when combined with the highly efficient administrative skill of the fair promoters. The willingness of Brazilian buyers was illustrated by the experience of one company who sold £20,000 worth of type-setting machinery to a buyer whose first and only view of the machinery came from a slide display on the stand. The same company also sold a set of Arabic matrices plus magazines to be used in the printing of an Arabic newspaper and books. The first sale was made three days before the exhibition opened by a Norwich firm exhibiting a machine which packs and wraps sweets and tablets at the rate of 180 packets a minute. Apart from direct sales, there were already possibilities before the fair closed of at least one manufacture under licence agreement.

An opening time of 5 p.m., enabled the representatives to do a full day's work beforehand in meeting new contacts, following up business initiated on the stands, and visiting factories to evaluate customers' needs. While this meant a long day it undoubtedly paid dividends.

Final result will not be known for some time, but everything points to success. In addition to actual sales at the fair, great value lies in the personal introduction to the Brazilian market which this event afforded. As one exhibitor remarked, 'It may be sometimes too early to enter a market, but it is never too late'.





SALES AND FURTHER BUSINESS IN BRAZIL

Mr. R. P. Pinsent, HM Consul-General, Sao Paulo (left), examining a slitting machine on one of the group stands at the International Packaging and Graphic Arts Exhibition, Sao Paulo. This exhibitor, whose representatives were visiting Brazil for the first time, made a number of sales and spoke of strong possibilities of further business in the near future. Picture above shows the exhibition pavilion at Anhembi, in which this and other Brazilian specialized exhibitions are held. The Anhembi centre is believed to be one of the finest exhibition halls in the world.

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Mr. Grant to visit Tel Aviv International Trade Fair

MR. ANTHONY GRANT, Parliamentary Under-Secretary of State for Trade, will visit Israel from June 13 to 20, where he will represent the British Government at 'Technology '71'. Hitherto a biennial exhibition, the Tel Aviv International Trade Fair has now become an annual event, with capital goods and consumer goods being exhibited in alternate years. In 1971 the fair will be devoted to capital goods, industrial equipment and achievements in engineering. Over 40 British firms will exhibit in the British Pavilion which is jointly sponsored by the Department of Trade and Industry and the British National Export Council.

Other engagements in Mr. Grant's programme will include trade discussions with Israeli Ministers and with the Anglo-Israel Chamber of Commerce. He will open the new British Council offices in Tel Aviv and will attend the Queen's Birthday celebrations.

Britain is both Israel's second largest market and second largest supplier. British exports to Israel in 1970 totalled £96 million.

Next year's IMBEX off to a good start

INDUSTRIAL AND TRADE FAIRS, the organizers of IMBEX 72 – the International Men's and Boys' Wear Exhibition, announce that it will be held at Earls Court from February 28 to March 3, 1972. This is the 10th time the exhibition has been held in its present form.

With 10 months still to go before the opening, hundreds of potential exhibitors have already received their copies of the sales brochure. After the success of this year's event, with British attendance up 21 per cent and overseas up 15 per cent, bringing the grand total of almost 20,000 to a record for the series, it is expected that space demands will again be very heavy from both home and ovrseas manufacturers who will wish to take advantage of the leading event in the menswear calendar.

IMBEX 72 – the 10th International Men's and Boys' Wear Exhibition is promoted by Men's and Boys' Wear Exhibitions Ltd. and sponsored by the Clothing Manufacturers' Federation of Great Britain Ltd., The Shirt Collar and Tie Manufacturers' Federation Ltd., and The Tie Manufacturers' Association Ltd.

British Council display at Nice book festival

THE BRITISH COUNCIL exhibited at the Nice International Book Festival for the first time last year with a display of 600 popular paperbacks, 400 historical books and the Dickens Centenary exhibition. At this year's festival, which took place from May 26 to 31, a larger stand was taken and two separate displays mounted. The major display of some 1,600 books published between September 1970 and March 1971 will later form part of the Council's larger exhibition of 5,500 books at the annual Frankfurt Book Fair in October. A smaller exhibition of 'British and Commonwealth Novels of the Sixties' selected by Derwent May, Literary Editor of the *Listener*, was originally compiled for the National Book League and will tour other countries after Nice.

During the last two years the British Council has sent 17 book exhibitons to France consisting of nearly 9,000 books and in the same period 17 to Germany including more than twice as many books. 1970 was a record year for book exhibitions which numbered 238 separate overseas book displays shown in 70 countries.

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry (fourth from right), with the British Ambassador, Mr. S. E. M. Thomas Brenchley, on his left, inspecting equipment on the Hamworthy Engineering Pump and Compressor Division stand at the Nor-Shipping exhibition. Hamworthy received a £55,000 order for a number of air compressors for a Finnish shipyard as a result of the exhibition. Also pictured are Mr. J. Beveridge, director of Hamworthy and general manager of the division (second from right), and Mr. Mark Newbould, the division's Scandinavian manager.

Free samples of Crosse and Blackwell soups were a popular draw at Gothenburg's International Trade Fair.

Scots at Gothenburg international trade fair

A REPORT FROM THE BRITISH CONSULATE-GENERAL, GOTHENBURG

A NEW EXHIBITION HALL was opened by Prince Carl Gustaf, Crown Prince of Sweden, in conjunction with the 54th Annual Swedish International Trade Fair (Svenska Mässan), which was this year inaugurated by the Minister of Commerce. The British joint venture, sponsored by the Department of Trade and Industry and organized by the Scottish Council for Development and Industry, was in this new hall quite close to the new main entrance to the fair. There was therefore a constant flow of visitors through the stand, where Scottish products of various types were prominently displayed. People were queueing at one end to taste the delicacies of Cross and Blackwell and Highland Fine Cheeses, and at the other end feeling the softness of Scottish knitwear on the stands of Barrie and Highland Group. Electronics and engineering products, plastics and metals, were also represented.

Sweden is one of our best customers in Europe, but is a sophisticated market. Direct contact with customers and potential customers is most important, and regular visits to support the agent are necessary, especially where consumer goods are concerned Swedish buyers prefer to deal direct with producers or their Swedish agents. The weekday mornings during the fair were devoted entirely to trade and business visitors, of whom 60,000 from some 40 countries were counted through the gates during the 10 days the fair was open. At the British stand inquiries received were regarded by most of the firms concerned as satisfactory, despite the present generally difficult economic conditions in Sweden.

Exhibitors from 33 countries participated at the fair, 24 foreign countries other than the United Kingdom having national stands. Out of a total of 1,276 exhibitors, as many as 855 were foreign. A varied assortment of products were shown on a total area of 42,000 sq. metres, of which approximately 30,000 indoors. The total number of visitors, at about 140,000, was some 10,000 down on last year. This was partly due to the fair having this year been open for one day less than in 1970. The unusually fine warm weather, which lasted almost throughout the fair, was another factor which undoubtedly kept people away.

TEN-COMPANY JOINT VENTURE AT NEW YORK LEATHER SHOW

Scenes at the International Leather Goods Show in New York from May 11 to 13. From left to right: Mrs. Thelma Bodine (buyer from A. B. Wyckoff of Stroudsberg, Penn.) and Mr. W. Wells (vice-president, A. B. Wyckoff) with Mr. Leon Jessel on the Leon Jessel Ltd. stand. On the Eldonian Saddlery and Leathergoods Ltd. stand, Cecilia Bullard and George Hooper – both of Eldonian – talk to Mr. Bob Davis of Noymer Mfg. Co., Boston, and Mr. Meyer Cohen of Meyer Cohen, NYC; Mr. Jack Shild of Jack Shild and Co. NYC, and Mr. Ezra Kassin of Ezra Kassin Sales, NYC, with Mr. Michael Goold of the W. A. Goold Ltd. stand. The 10 companies participating were sponsored by the British Leather Goods Manufacturers Association and the Department of Trade and Industry. The British group exhibited quality and promotionally priced merchandise. In no case was quality sacrificed for price. Business was reported as being brisk, in happy contrast to the 'recession' which influenced the 1970 show. This year the British exhibits were situated in the open rather than in individual rooms; a very great improvement in everyone's opinion. It is hoped that British manufacturers will again be represented in strength at the next show.

'Excellent commercial results' for British firms at Berlin's biggest bakery equipment show

A REPORT FROM THE BRITISH CONSULATE-GENERAL, BERLIN

THIS YEAR'S International Bakery Equipment Exhibition was held from May 8-16 at the exhibition grounds in west Berlin. By net stand space which amounted to 62,000 sq. metres as well as by the number of exhibitors totalling 322 spread over 16 large halls, it was the largest exhibition of its kind held so far. None of the previous IBA exhibitions, which were held every three years in Germany since 1949, have been comparable in size or number of exhibitors.

In conjunction with the Department of Trade and Industry and the Central Office of Information, the British Bakery Equipment Manufacturers' Society had decided to take part in this event with a joint venture stand comprising nine of their members and consisting of two island stands covering an area of 600 sq. metres in Hall 'A', the largest exhibition hall in Berlin.

Although this had not been the organizers' original intention it was decided later in the planning stage that Halls 'A' and 'B' should be virtually exclusively allocated to foreign exhibitors, Hall 'A' being shared mainly by British, French, Dutch and Danish exhibitors. This decision, i.e. to concentrate foreign exhibitors rather than spread them amongst the various halls together with their German competitors, has met with some criticism by many of the firms affected. It was also noticed with regret that the location of Hall 'A' and the absence of large German firms in this part of the exhibition tended to isolate companies exhibiting in both halls 'A' and 'B' from the main stream of visitors, particularly the small to medium-size baker.

Nevertheless, and certainly due to the most efficient preparatory work done by the exhibitors in advance of their coming to Berlin, the exhibition has produced excellent commercial results for most of the British participants in the joint venture. Some United Kingdom exhibitors such as Messrs. Tweedy received well over 100 serious inquiries during the fair whilst others, such as Messrs. Culpit, manufacturers of edible cake decorations, reported that their main target, which was to make their products known and to educate the fine bakery industry, was fully achieved in spite of the almost calamitous fact that their display material arrived three days late.

The general opinion amongst the British exhibitors was that, although there appeared to be fewer visitors than was evident three years ago during the IBA exhibition at Stuttgart, more inquiries were received in Berlin and more actual business has been concluded during this year's event. Certain changes in the baking industry and in consumer preference may have contributed to the success; this point was raised by Automat Ltd. who reported good results and thought that their participation was well worth their while.

Other British exhibitors like Messrs. Johnson were impressed with the interest shown in their machinery by agents from virtually all parts of the world. Crypto-Peerless Ltd. whose west German agent attended their stand throughout the duration of the exhibition, reported 150 serious inquiries received, and business orders taken to the amount of £30,000 of which 25 per cent came from west German buyers.

Although there were 38 foreign countries represented at the west Berlin IBA this year, there was no east bloc country amongst them. Czechoslovakia, who had intended to display bakery machinery and had almost completed the erection of a stand in Hall 'A', dismantled this stand again overnight two days before the exhibition was to commence. On the German side over 90 per cent of the exhibitors were extremely satisfied with the commercial results achieved at this year's IBA exhibition. A poll taken by the organizers shows that more than 49,500 buyers from 41 different countries visited the exhibition and that 300 journalists attended the official press conference held by the exhibition authorities. The total number of visitors to the exhibition was 121,250 which constitutes a respectable number in view of the fact that the IBA is a specialized fair concentrating on bakery machinery and allied supplies and thus not comparable to fairs and exhibitions of a more general nature appealing to the public at large.

Sir Roger Jackling (right), HM Ambassador, visiting the Tweedy stand at Berlin's IBA '71.

The 1971 International Bakery Equipment Exhibition has been covered extremely well by all the important professional and trade magazines, some of them running special editions for this event. Without exaggeration it can be said that the fair was an unqualified success, and that the majority of those who participated were entirely satisfied with the commercial outcome.

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GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
IPSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
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Changes in the Programme of Trade Promotions and in the Classified lists of Trade Fairs and Exhibitions throughout the world (published on March 3 1971)

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH DEPARTMENT OF TRADE AND INDUSTRY ASSISTANCE

Further details about an event may be obtained from the officer named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the DTI co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

(a) GENERAL

ADDITIONS – 1971

LIMA:
Pacific International Trade Fair – November 12-28, 1971
Official Information Stand manned by representative of the British Embassy, Lima.
(Miss F. King, Ext. 7092)

ADDITIONS – 1972

TRIPOLI:
International Trade Fair – March 1-20, 1972
The Department of Trade and Industry may organize a British Pavilion at this event.
(M. L. Sellek, Ext. 7314)

BOGOTA:
International Trade Fair – August 5-20, 1972
The Department of Trade and Industry may organize a British Pavilion featuring capital goods at this event.
(Miss F. King, Ext. 7092)

ADDITIONS – 1973

ZAGREB:
International Spring Fair – April 1973
Joint venture with appropriate trade associations.
(D. V. Griffiths, Ext. 602)

(b) SPECIALIZED

DELETE – 1971

MOSCOW:
Modern Techniques for Mechanization of Work in Vegetable Cultivation – August 18-30, 1971

MOSCOW:
Bee-keeping Congress and Exhibition – August 26-September 3, 1971

MOSCOW:
Equipment for Producing Illuminated Signs and Advertisements – September 2-11, 1971

CHICAGO:
National Electronics Conference and Exhibition – October 18-20, 1971

AMENDMENTS – 1971

MOSCOW:
Surgery Congress and Exhibition – August 20-28, 1971
This entry should be amended to read:
Joint venture with the British Hospitals Export Council.

BRNO:
International Trade Fair – September 11-20, 1971
The title of this event should be amended to read:
Brno: International Engineering Fair.

HELSINKI:
International Technical Fair – September 14-18, 1971
This entry should be amended by deleting:
(iv) other appropriate trade associations.

LYONS:
International Furniture & Furnishing Accessories Exhibition (Meuropam) – October 2-5, 1971
This entry should be amended to read:
Joint venture with the British Furniture Manufacturers Federation.

DUBLIN:
Irish Hardware and Household Goods Exhibition – October 12-15, 1971
This entry should be amended by deleting:
British Electrical an Allied Manufacturers Association.

DETROIT:
Materials Engineering Exposition (The Metals Show)
This entry should be amended to read:
October 18-21, 1971.
Joint venture with the Westminster Chamber of Commerce.

'TARGET CALIFORNIA'
LONG BEACH, CALIFORNIA:
Long Beach Sailboat Show – October 22-November 1, 1971
The dates of this entry should be amended to read:
October 22-31, 1971.

LOUISVILLE:
International Building Exposition and Congress (Inbex) – October 31-November 3, 1971
The dates of this entry should be amended to read:
October 31-November 4, 1971.

ADDITIONS – 1971

'TARGET CALIFORNIA'
SAN FRANCISCO:
Salesmen's Fashion Guild Market Week – June 6-9, 1971
Joint venture with the Clothing Export Council.
(C. J. Mather, Ext. 265)

BRUSSELS:
International Exhibition of Hospital and Medical Equipment – October 21-28, 1971
Joint venture with the British Hospitals Export Council.
(J. W. Coupar, Ext. 571)

PARIS:
International Women's Ready To Wear Clothing – October 22-26, 1971
Joint venture with the Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)

DELETE – 1972

COPENHAGEN:
International Motor Show – February 25-March 5, 1972

DUBLIN:
World Fishing Exhibition – March 1972

AMENDMENTS – 1972

COPENHAGEN:
Household Goods Exhibition – 1972
This entry should be amended to read:
Joint venture with British National Export Council and other appropriate trade associations.

SAO PAULO:
International Building and Construction Exhibition – 1972
The dates of this event should be amended to read:
1973.

COLOGNE:
International Furniture Fair – January 1972
The dates of this entry should be amended to read:
January 18-23, 1972.

GENOA:
International Boat, Camping and Caravan Exhibiton – February 1972
The dates of this entry should be amended to read:
January 29-February 7, 1972.

AMSTERDAM:
International Cycle and Motorcycle Exhibition – February 1972
This entry should be amended to read:
Joint venture with the Cycle and Motorcycle Association Ltd.

BILBAO:
Machine Tool Exhibition – March 1972
This entry should be amended to read:
Trade Information Stand manned by representatives of the appropriate trade association.

MILAN:
International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (Fluid 72) – March or May 1972
The dates of this entry should be amended to read:
March 10-15, 1972.

CHICAGO:
Design Engineering Show – April 1972
The dates of this entry should be amended to read:
May 8-11, 1972

JOHANNESBURG:
South African Building Exhibition – August 1972
The dates of this entry should be amended to read:
August 2-10, 1972.

ADDITIONS – 1972

NEW DELHI:
World Book Fair – January 2-10, 1972
Joint venture with the Book Development Council.
(Mrs. I. M. Janzen, Ext. 7093)

TOKYO:
Internepcon – January 19-22, 1972
Joint venture with British National Export Council.
(K. R. Timmins, Ext. 7104)

GENEVA:
International Commercial Vehicle Show – January 29-February 6, 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(T. E. Kerfoot, Ext. 7011)

'TARGET CALIFORNIA'
ANAHEIM, CALIFORIA:
National Electronic Packaging Convention (Nepcon West) – February 8-10, 1972
Joint venture with the appropriate trade association.
(C. J. Mather, Ext. 265)

NEW YORK:
International Toy Fair – February 27-March 1, 1972
Joint venture with British Toy Manufacturers Association.
(H. Gladwell, Ext. 318)

CHICAGO:
National Sporting Goods Association Show – February 1972
Joint ventures with:
(i) The Federation of British Manufacturers of ports and Games.
(ii) The Camping Trades Association of Great Britain.
(P. J. Dring, Ext. 7097)

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy – March 6-10, 1972
Joint venture with the Scientific Instrument Manufacturers Association of Great Britain.
(P. J. Dring. Ext. 7097)

GENEVA:
International Motor Show – March 9-19, 1972
Joint ventures with:
(i) Society of Motor Manufacturers and Traders (Car Manufacturers).
(ii) Society of Motor Manufacturers and Traders (Accessory Manufacturers).
(T. E. Kerfoot, Ext. 7011)

SAO PAULO:
Office Machinery and Business Equipment Exhibition – May 20-28, 1972
Joint venture with Business Equipment Trade Association.
(Miss F. King, Ext. 7092)

TOKYO:
Business Show – May 1972
Joint venture with Business Equipment Trade Association.
(K. R. Timmins, Ext. 7104)

BARCELONA:
Printing, Packing and Canning Machinery Fair (Graphis Pack) – June 16-25, 1972
Joint venture with the Institute of Packaging.
(J. W. Coupar, Ext. 571)

COPENHAGEN:
Electronics Exhibition (Electronica) – October 1-6, 1972
Joint venture with appropriate trade association.

BASLE:
International Nuclear Industries Fair (Nuclex) – October 16-21, 1972
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)

AMSTERDAM:
International Office Machinery and Equipment Exhibition – October 17-25, 1972
Joint venture with the Business Equipment Trade Association.
(Miss F. King, Ext. 7092)

AMSTERDAM:
International Electronic Components Exhibition (Fiarex) – October 1972
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

ZAGREB:
International Office Machinery and Equipment Exhibition 'Interbiro' – October 1972
Joint venture with appropriate trade association.
(D. V. Griffiths, Ext. 602)

DELETE – 1973

DUBLIN:
World Fishing Exhibition – March 1973

ADDITIONS – 1973

UTRECHT:
International Packaging Exhibition (Macropak) – April 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

AMSTERDAM:
International Radio and Television Exhibition (Firato) – September 1973
Joint ventures with appropriate trade associations.
(Miss F. King, Ext. 7092)

DUBLIN:
Irish International Food and Drink Fair – September 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

DUBLIN:
Irish Hardware and Household Goods Exhibition – October 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

ZAGREB:
International Office Machinery and Equipment Exhibition 'Interbiro' – October 1973
Joint venture with appropriate trade association.
(D. V. Griffiths, Ext. 602)

BRUSSELS·
Eight International Exhibition of Medical & Hospital Equipment – October 1973
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 571)

UTRECHT:
Intergational Furniture Exhibition – November 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort) – November 1973
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

(c) BRITISH WEEKS AND STORE PROMOTIONS

AMENDMENT – 1971

NORWAY:
AALESUND:
British Shopping Week – June 7-12, 1971
The dates should be amended to read June 5-12, 1971.

ADDITIONS – 1971

TORONTO:
Brill's Interiors Ltd., Bayview Village Centre, Toronto, Ontario – September 1971
Store promotion of British furniture.
Contact: Mr. J. Diab, British Furniture Manufacturers Federation, 1½ Berners Street, London, W.1.
(Mrs. G. Naughton, Ext. 7204)

JAPAN:
Isetan Eleven Store Group British Promotion to take place in Group's 23 stores throughout Japan – September/October 1971
Head Office: Isetan Co. Ltd., 8-3 Shinjuku, Tokyo.
The promotion will feature consumer goods in general.
Inquiries to: D. K. Dean, Esq., Dean Warburg Ltd., 81 New Bond Street, London, W.1 (01-734 9421).
(K. R. Timmins, Ext. 7104)

NETHERLANDS:

AMSTELWEEN:
Vroom and Dreesmann Promotion – October 8-30, 1971
The theme of the promotion will be 'English Country Life' and will feature food and drink items, traditional and country style furniture, souvenir and gift items, confectionery, toys, pottery and needlework. Other products sold in a typical large department store in Britain will be considered.
U.K. Contact: Mr. Gutteridge, Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London, W.1.
(Miss F. King, Ext. 7092)

JAPAN:
Mitsukoshi Department Store Promotion (Mitsukoshi Ltd) – October 12-24, 1971
Nihonbashi Chou-Ku, Tokyo.
This British promotion will feature young people's fashions, whisky, foodstuffs, household and kitchen items.
Overlapping promotions in 12 separate locations.
Inquiries to: George R. Whyte, Leblanc Limited, 251-6 Tottenham Court Road, London, W.1 (Tel. 01-580 8824).
(Mrs. I. M. Janzen, Ext. 7093)

Amendments and Additions to Classified Trade Fairs and Exhibitions—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and condition of participation, but the Department of Trade and Industry, Trade Promotion Branch, Tower Block, Hillgate House, 26 Old Bailey, London, EC4M 7HU, will be pleased to answer general inquiries. The telephone number of the DTI is 01-248 5757, extensions:

Eastern Europe including Eastern Germany, North Africa, Middle East	689
Bonn, Cologne, Dortmund, Dusseldorf, Essen and Hamburg	225
Other towns in West Germany	7180
France, Iceland and Norway	7205
Denmark, Finland and Sweden	7220
Switzerland, Italy, Spain, Belgium, Luxembourg, Portugal	7317
South & Central America, Netherlands, Irish Republic, Greece Turkey, Cyprus, Malta	505
Australia, New Zealand, Asia, Australia and Africa other than north	7099
United States; Mid West and West Coast only	265
Other towns in the United States, Canada, Caribbean	7242
United Kingdom	7109

Information can also be provided about other events which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

DELETE – 1971

PRAGUE:
3rd International Exhibition of Printing Machinery and Communications (INTERPRESS) – November 12-21

AMENDMENTS – 1971

BUDVA-YUGOSLAVIA:
Interior Decoration Exhibition – May 20-30
Address should be amended to read: Jadranski sajam, Preduzece Ekonomska Propagande Cara Ruso 63, 11000 Beograd.

SUBOTICA-YUGOSLAVIA:
International Goldsmith's & Watchmaker's Trade & Equipment Fair – June 4-13
Address should be amended to read: Director-General: Karlo Segec, Subotički sajam, Sep Ferenca 3, 24000 Subotica (Tel. 23-375).

LESKOVAK-YUGOSLAVIA:
19th International Fair of Textiles & Textile Machinery – June 13-20
Address should be amended to read: Director-General: Sava Mirkovic, Medjunarodni sajam tekstilai tekstilnih masina, Koste Stamenkovica 5, 16001 Leskovac, pp30 (Tel. 20-81).

BUDVA-YUGOSLAVIA:
International Tourist Bazaar – June 20-30
Address should be amended to read: Jadranski sajam, Preduzece Ekonomska Propagande Cara Urosa 63, 11000 Beograd

SKOPJE-YUGOSLAVIA:
21st Skopje Consumer Goods Fair – July 5-13
Address should be amended to real: Director-General: Andon Dabevski Skopski saem, ul Zagrebacka bb, 91001 Skopje pp856 (Tel. 34 601).

BUDVA-YUGOSLAVIA:
International Tourist Salon-Novelties and Consumer Goods – July 15-25
Address should be amended to read: Jadranski sajam, Preduzece Ekonomska Propagande Cara Urosa 63, 11000 Beograd.

BUDVA-YUGOSLAVIA:
5th International Tourist Fair & Exhibition – August 5-15
Address should be amended to read: Jadranski sajam, Preduzece Ekonomska Propagande Cara Urosa 63, 11000 Beograd

BUDVA-YUGOSLAVIA:
3rd Autumn International Tourist Bazaar – August 20-31
Address should be amended to read: Jadranski sajam, Preduzece Ekonomska Propagande Cara Urosa 63, 11000 Beograd.

BRNO:
International Engineering Fair – September 4-13
Dates should be amended to read: September 11-20.

SKOPJE-YUGOSLAVIA:
International Machinery & Tobacco Fair – October 3-11
Address should be amended to read: Director-General: Andon Dabevski Skopski saem, ul Zagrebacka bb, 91001 Skopje pp356 (Tel. 34 601).

ADDITIONS – 1971

PARIS:
International Heating and Air Conditioning Exhibition – June 2-8
Apply, French Chamber of Commerce, 24 Rutland Gate, London, SW7.

LYONS:
1st International Exhibition of Manufacturers of Composite Material – September 22-26
Apply Association Nationale de la Recherche Technique (ANRT) at 44 rue Copernic, Paris 16e.

BORDEAUX:
Radio and Television Exhibition – September 25-October 4
Apply, Comite de la Foire Internationale de Bordeaux, Parc des Expositions, B.P. 55, 33-Bordeaux Grand Parc.

STOCKHOLM:
Swedish Footwear Fair – September
Apply, St. Eriks Massan, 106 80 Stockholm.

HELSINKI:
Shoe Fair – October 16-17
Apply, Suomen Kenkakauppiaiden ry, Fredrikinkatu 67e, Helsinki 10.

BUDAPEST:
International Show of the Means of Mass-Communication (INTERPRINT) – October 10-17
Apply, Hungexpo, Hungarian Foreign Trade Office for Fairs and Publicity, Varosliget, Budapest XIV

BORDEAUX:
Spectacles Exhibition – December 5-6
Apply, Comite de la Foire Internationale de Bordeaux, Parc des Expositions, B.P. 55, 33-Bordeaux Grand Parc.

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AMENDMENTS – 1972

SARAJEVO-YUGOSLAVIA:
2nd International Fair 'Flowers, Women & Beauty' – February 28-March 8.
Address should be amended to read: Director-General: Ljubo Kojo, Skenderija Ulica M Sokolovica bb 71000, Sarajevo (Tel. 33-222).

GENOA:
International Boat, Camping and Caravan Exhibition – February
Date should be amended to read January 29-February 7

VERONA:
International Agricultural Fair – March 1972
Date should be amended to read March 12-19, 1972.

ZARAGOZA:
International Agricultural Machinery Fair (FIMA) – April
Date should be amended to read April 8-16

SARAJEVO-YUGOSLAVIA:
3rd International Tourism and Sport Fair – May 15-23
Address should be amended to read: Director General: Ljubo Kojo, Skenderija ulica M Sokolovica bb 71000, Sarajevo (Tel. 33-222).

SUBOTICA-YUGOSLAVIA:
International Goldsmith's & Watchmaker's Trade & Equipment Fair – June 2-11
Address should be amended to read: Director-General: Karlo Segec, Subotička sajam, Sep Ferenca 3, 24000 Subotica (Tel. 23-375).

LESKOVAK-YUGOSLAVIA:
20th International Fair of Textiles & Textile Machinery – June 18-25
Address should be amended to read: Medjunarodni sajam tekstilai tekstilnih masina, Koste Stamenkovica 5, 16001 Leskcovac, pp30 (Tel. 20-81).

KRANJ-YUGOSLAVIA:
General Fair with International Attendance – August 4-15
Address should be amended to read: Director: Alojz Okorn, Gorenjski sejem Cesta Staneta Zagarja st 27, 64001 Kranj, pp129 (Tel. 21-580).

SARAJEVO-YUGOSLAVIA:
Plastics Fair – September
Address should be amended to read: Director-General: Ljubo Kojo, Skenderija ulica M Sokolovica bb 71000, Sarajevo (Tel. 33-222).

COPENHAGEN:
Electronics Fair (ELECTRONIKA) – September/October
Dates should be amended to read: September 30-October 6, 1972

SKOPJE-YUGOSLAVIA:
13th International Tobacco and Machinery Fair –October 3-11
Address should be amended to read: Director-General: Andon Dabevski, Skopski saem, ul Zagrebacka bb, 91001 Skopje, pp356 (Tel. 34-601).

SUBOTICA-YUGOSLAVIA:
International Crafts and Folk Handicrafts Fair – October 6-15
Apply, Director-General: Karlo Segec Subotička sajam, Sep Ferenca 3, 24000 Subotica (Tel. 23-375).

KRANJ-YUGOSLAVIA:
5th International Crafts Fair – October 7-16
Address should be amended to read: Director: Alojz Okorn, Gorenjski sejem Cesta Staneta Zagarja st 27, 64001 Kranj, pp129 (Tel. 21-580).

BUCHAREST:
International Fair – October 13-24
The dates should be amended to read: International Fair – October 15-24

SARAJEVO-YUGOSLAVIA:
3rd International Plum Brandy, Alcoholic and Non-Alcoholic Drinks, Beer and Mineral Water Fair – October 16-25
Address should be amended to read: Director-General: Ljubo Kojo, Skenderija ulica M Sokolovica bb 71000, Sarajevo (Tel. 33-222).

ADDITIONS – 1972

BRUSSELS:
International Industrial Equipment Exhibition – May 27-June 3
Apply, Foire Internationale de Bruxelles, Palais du Centenaire, B1020 Bruxelles.

ZURICH:
International Exhibition for Mechanized and Automated Production (INDUSTRIAL HANDLING 72) – June 1-6
Apply, Agifa-Fachmessen, Universitatstrasse 120, Postfach 257, CH-8033 Zurich.

ZAGREB:
International Office Machinery Equipment Exhibition (INTERBIRD '72) – October 1972
Apply, Exhibition Consultants, 11 Manchester Square, W1 (Tel. 01-486 1951)

DELETE – 1973

DUBLIN:
International Hospital Congress and Exhibition – June

AMENDMENTS – 1973

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (MICROTECNIC) – January-February
Dates should be amended to read: January 24-30

ADDITIONS – 1973

DUSSELDORF:
International Exhibition for Environmental Protection and Environmental Technique (ENVITEK) – June 4-9
Apply John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *- three clear months is a minimum notice - and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry

ZAGREB:
VII Melicine and Medical Aids – June 4-10
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

TRADE FAIRS AND EXHIBITIONS OUTIDE EUROPE – Section III

TOKYO:
Maintenance & Chemical Show – September
The Material Management Show should be renamed The Mechanical Handling Show.

ADDITIONS – 1971

CHICAGO:
Consumer Electronic Show – June 27-30, 1971
Apply, Charles Snitow Organization, Madison Ave., New York City.

BANGKOK:
Fourth Asian Regional Conference on Soil Mechanics and Foundation Engineering – July 26-August 1
Apply, The Secretary, IV ARC, PO Box 2754, Bangkok, Thailand.

SINGAPORE:
National 'Keep Clean' Campaign – October 1-14
Apply, Dr. Wan Fook Kee, Senior Health Officer or Mrs. Mabel Yarrall, Health Education Officer, Training and Health Education, Ministry of Health, Singapore.

OTTAWA:
Optical Society of America Conference & Exhibition – October 5-8
Apply, Dr. Mary Ewarga, Executive Secretary, 2100 Penna Avenue NW, Washington DC, 20037.

SYDNEY:
Convention and Exhibition of the Australian Water Well Association Inc. – November 9-11
Apply, Total Concept Exhibition Pty Ltd., 57 Ethel Street, Balgowlah, New South Wales, Australia 2093.

AMENDMENTS – 1972

SAO PAULO:
Office Machinery & Business Equipment Exhibition – May 20-28
Dates should be amended to read: May 13-21 ..

JOHANNESBURG:
South African Building Exhibition – August
Dates should be amended to read: August 2-10

ADDITIONS – 1972

NEW DELHI:
World Book Fair – January 2-10
Apply, National Book Trust India, A-5 Green Park, New Delhi-16.

SAN FRANCISCO:
20th Annual Physics Show – January 31-February 2.
Apply, The American Institute of Physics, 335 E 45th Street, New York 10017.

CHICAGO:
National Home Improvement & Remodelling Exposition – March 24-26
Apply, National Remodellers Association, 50 East 42nd Street, New York 10017.

MONTREAL:
Hotel and Restaurant Suppliers Exhibition (Rendezvous) – March
Apply, G. A. Huot, Esq., Suite 801/3637, Metropolitan Building East, Montreal 455, Quebec.

LAS VEGAS:
National Electric Sign Association Convention – April 9-12
Apply, Mr W. Fred Vickers, National Electric Sign Association, 600 Hunter Drive, Oak Brook, Illinois 60521.

NEW YORK:
Optical Society of America Conference & Exhibition – April 10-14
Apply, Dr. Mary Ewarga, Executive Secretary, 2100 Penna Avenue NW, Washington DC 20037.

NEW YORK:
Snow Show – April 15-19
Apply, Ski Council of America Inc., 415 Madison Avenue, New York, New York 10017.

MINNEAPOLIS:
National Education Association Department of Audio-Visual Instruction National Show – April 16-20
Apply, Mr. Fred Wehrli, Director of Conferences, 1201 16th Street, NW, Washington DC 25036.

LAS VEGAS
Annual Meeting & Conference on the Effectiveness of On-Line Biomedical Computing – April 24-26
Apply, AAMI, 9650 Rockville Pike, Bethesada, Marylant 20014.

SAN FRANCISCO:
International Trucking Show – May 3-5
Apply, Gary Sheppard, Show Coord, 1240 Bayshore Hwy Trucking Activities Inc. Burlingame, California 94010.

SYDNEY:
Telegraph Homes Hobbies and Handicrafts Exhibition – May 15-21
Apply, Industrial and Trade Fairs Pty. Ltd., Head Office, 3rd Floor, ADC House, 77 Pacific Highway, North Sydney NSW 2060.

AUCKLAND:
Exhibition of the South Pacific Hospitality Industry (Hospitality 72) – June 12-17
Apply, Hotel Consultants New Zealand Ltd., PO Box 2740, Wellington, New Zealand.

SAN FRANCISCO
Optical Society of America Conference & Exhibition – October 17-20
Apply, Dr. Mary Ewarga, Executive Secretary, 2100 Penna Avenue NW, Washington DC 20037.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

DELETE – 1971

COVENTRY:
Midland Industrial Truck Demonstration (MIDLIFT) – September 7-9. At Coventry Airport

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AMENDMENTS – 1971

LONDON:
Laboratory Equipment Exhibition (LABWARE 71) – September 21-23
The address should be amended to read: British Laboratory Ware Association Ltd., 28 Worple Road, London SW9 4EE (Tel. 01-947 5733).

MANCHESTER:
Do-It-Yourself Exhibition – November 9-20
The dates of this event should be amended to read: November 16-27.

LONDON:
Camping & Sports Equipment Trade Fair – November 14-18
The dates of this event should be amended to read: November 14-17

AMENDMENTS – 1972

LONDON:
Machine Tool International '72 – June 21-July 1
The address and telephone number should be amended to read: The Machine Tool Trades Association, 62 Bayswater Road, London, W.2 (Tel. 01-402 6671).

LONDON:
International Diecasting Exhibition – October 9-13
The dates of this event should be amended to read: September 5-8

ADDITIONS – 1972

LONDON:
International Boat Show – January 4-15. At Earls Court
* Apply, National Boat Shows Ltd., 31 Great Queen Street, London WC2B 5AD (Tel. 01-405 7481).

HARROGATE:
International Toy Fair – January 8-13. At Exhibition Hall
* Apply, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2 (Tel. 01-606 8921).

LONDON:
International Hardware Trades Fair – January 24-28. At Olympia
* Apply, Universal Exhibitions Ltd., PO Box 43, High Wycombe, Bucks (Tel. 024 022 8891).

HARROGATE:
Electric Living Trade Fair – February 1-3. At Exhibition Centre
* Apply, Electricity Council, Marketing Department, Trafalgar Buildings, 1 Charing Cross, London, S.W.1 (Tel. 01-930 6757).

LONDON:
Domestic & Decorative Lightshow – February 6-11. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London WC2A 2DB (Tel. 01-242 1200).

MANCHESTER
International Clean Air Exhibition – February 7-11. At Belle Vue
* Apply, National Society for Clean Air, 134 North Street Brighton BN1 1RG (Tel. 0273 26313).

LONDON:
International Carpet, Linoleum & Floor Coverings Fair (CARPEX) – February 28-March 3. At Earls Court
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

LONDON:
International Men's and Boys' Wear Exhibition (IMBEX) – February 28-March 3. At Earls Court
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

MANCHESTER:
Brighter Homes Exhibition – March 7-25. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester M3 4PH (Tel. 061 832 6363).

LONDON:
British Premiums Show – April 11-14. At Seymour Hall, London, W.1
* Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, S.E.1 (Tel. 01-928 3388).

GLAGOW:
Scotland's Food Exhibition – April 11-22. At Kelvin Hall
† Apply, Scottish Trades Markets & Exhibitions Ltd., City Hall, Deansgate, Manchester M3 4PH (Tel. 061 832 6363).

MANCHESTER:
Northern Reprographic Exhibition – May 15-19. At City Hall
† Apply Provincial Exhibitions Ltd., at City Hall, Deansgate, Manchester M3 4PH (Tel. 061 832 6363).

LONDON:
London Meat Trades Fair – May 16-18. At R.H.S. New Hall, S.W.1.
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London WC1A 2DB (Tel. 01-242 1200).

LONDON:
International Hospital & Health Services Exhibition (IHSE) – June 6-9. At Earls Court
† Apply, Contemporary Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel 01-935 8200).

LONDON:
Engineering Design Show – June 13-16. At R.H.S. New Hall, S.W.1
† Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, S.E.1 (Tel. 01-928 3388).

LONDON:
International Industrial Lubrication Exhibition Tribology Exhibition – June 20-23. At R.H.S. New Hall, S.W.1
† Apply, U.T.P. Exhibitions Ltd., 36/7 Furnival Street, London, E.C.4 (Tel. 01-405 4886).

LONDON:
International Poultry Show – September 5-7. At Olympia
* Apply, Industrial & Trade Fairs/Iliffe Ltd., Commonwealth House, New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

HARROGATE:
Northern Floor Coverings Fair – September 5-8. At Exhibition Centre
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London WC1A 1PB (Tel. 01-242 9011).

LONDON:
Woodworking Equipment and Materials Show – September 5-9. At Alexandra Palace, London, N.W.
† Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER:
Building Trades Exhibition – October 16-21. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester M3 4PH (Tel. 061 832 6363).

MANCHESTER:
15th Do-It-Yourself Exhibition – November 7-18. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester M3 4PH (Tel. 061 832 6363).

LONDON:
National Exhibition of Cage and Aviary Birds – November 30-December 2. At Alexandra Palace, London, N.W.
* Apply, Industrial & Trade Fairs/Iliffe Ltd., Commonwealth House, New Oxford treet, London WC1A 1PB (Tel. 01-242 9011).

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in pink paper supplement of April 7 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 445, March 3 issue of Trade and Industry*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

Leading mission to New Zealand

MR. E. GARSIDE, group export sales manager of the Brockhouse Organization, West Bromwich, Staffs., will be leading a trade mission to New Zealand, arranged by the Birmingham Chamber of Commerce.

During his week-long tour, from June 30, Mr. Garside will discuss marketing possibilities and future prospects for products such as torque converters and hydraulic transmissions, conveyor bearings, oil burners, steel angles and garage equipment, as well as cutting tools, cold rolled sections and sound-reducing partitions. The 'CLASP' system of industrialized building will also be included in his programme.

At the completion of the mission, he will visit, in a private capacity, Australia and South Africa, where he will visit the group's agents and discuss possibilities for expanding the marketing of Brockhouse products, including materials handling equipment.

Seeking share of £8 million market

A 10-MAN sales mission left last Sunday hoping to win Britain a major share of development works on hotels and public buildings in Trinidad, Barbados and Jamaica.

Sponsored by the British Hotel and Public Building Equipment Group Ltd. (HOPBEG), the three-week-long mission is the first to attempt to capture an increased share of public building works, estimated by HOPBEG at £4 million in the next year.

The mission is also following up sales and opportunities for British manufacturers of hotel equipment and supplies established by a HOPBEG mission to Barbados and Jamaica last year. New developments, extensions and refurbishment of hotels and motels in the next 12 months are also estimated by HOPBEG at £4 million.

Mission leader is Mr. H. Irvine-Fortescue, of Dunn, Bennett and Co. Ltd. Companies represented include a firm of co-ordinating contractors and manufacturers of glassware crockery, kitchen equipment, blankets, floor coverings and power and communications equipment. A representative of HOPBEG is accompanying the mission.

INWARD MISSIONS

Visit of United States coal-mining team

HIGH-LEVEL American coal-mine executives will visit Britain from June 6-17. The visit – sponsored by the Association of British Mining Equipment Exporters, the British National Export Council and the Department of Trade and Industry – has the full co-operation of the National Coal Board.

The group – 14 executives from leading coal-mining corporations throughout the United States, with the head of the Technical Support Center of the United States Bureau of Mines – will visit mines and research establishments in the Derby, Leeds and Stoke-on-Trent areas, also in Scotland.

Britain is one of the world leaders in the production of advanced coal-mining machinery, especially items such as powered roof supports designed for longwall-face operations. Export markets, including the United States, account for a significant, and growing, proportion of the industry's output.

Visit by South African engineers

SIX water engineers and consultants from South Africa will visit Britain from June 13-30 to appraise British sewage and water purification equipment and technology. The mission is being sponsored by the BNEC's Southern Africa Committee, with the support of the British Water and Effluent Treatment Plant Association and engineering and consultancy firms. Members will also visit exhibitions of effluent and water treatment plant and environmental and pollution control equipment at Olympia.

The mission corresponds with announcements of large capital investment in sewage and water purification in South Africa. Johannesburg alone plans to spend £58 million in the next 10 years on expanding the city's waste water collection, purification and supply. Tenders have also been called for £2 million extensions to the Kwamashu sewage treatment works, Durban, and other plants in Pretoria and Natal.

EXPORT TOURS

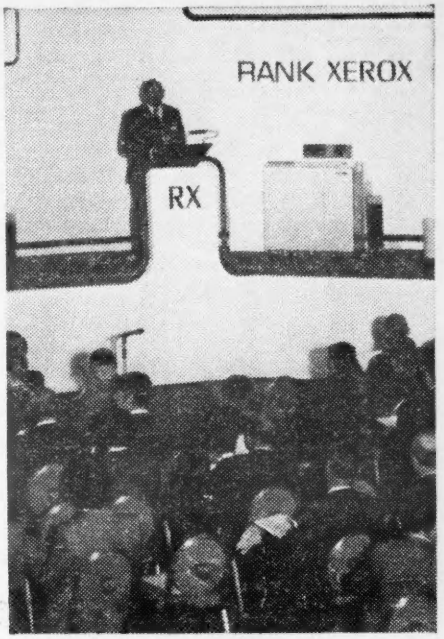
'Vast market potential'

MR. JOHN T. TAYLOR, manager of the power plant division of Auto Diesels Braby Ltd., Uxbridge, Middx., has returned from a six-week tour of the Caribbean and Central and South America. He flew to Venezuela, ahead of the trade mission from the British Hospital Export Council, to appoint a new Venezuelan agent and to introduce himself to new customers and renew old acquaintances.

He met the mission in Caracas two weeks after he arrived in Venezuela and, apart from the usual round of official receptions, the highlights of the tour were the receptions given by the Deputy Ministers of Health in Venezuela, Peru, Brazil and Chile.

During his stay in Caracas, Mr. Taylor visited two of the hospital installations completed by Auto Diesels – the largest social security hospital, providing 600 beds, where a 70-kW 'no-break' generating set provides essential power to the services in the operating theatre; and a large private clinic where a 50-kVA 'no-break' set is installed, again providing essential power for the theatre services.

He commented on his return that there would appear to be a vast market potential throughout South America for power plant, particularly in Venezuela, where a large amount of United Kingdom capital investment had recently taken place.



Leading newspapers and business magazines from 10 countries were represented at the international press launch of the Rank Xerox 4000 copier in London recently. Announcing the new machine, J. Maldwyn Thomas, managing director of Rank Xerox, described it as 'the most advanced xerographic machine that we have produced and one of the main products powering our continued growth'. On the day following the launch, the overseas press, from Belgium, France, Germany, Holland, Italy, Luxembourg, Spain, Sweden and Switzerland, were taken by special train to Mitcheldean in Gloucestershire, where they toured the 67-acre Rank Xerox factory.

Round-world sales tour

MR. F. A. HALL, director/general manager of Fordigraph Overseas Ltd., is currently making a seven-week, round-the-world sales trip. Fordigraph Overseas is the machines exporting company of the £13 million London-based Ofrex Group Ltd.

Mr. Hall has been in the United States and Canada for two weeks and flies to Hawaii today (June 2) for two days. He then moves on to Australia, where he will visit a number of Fordigraph concessionaires.

From June 17 to 26 Mr. Hall will be working in Singapore, Hong Kong and Bangkok, moving on for a stay in Athens until July 2. His last week will be spent in Milan, until July 8, when he returns to London.

Third New York visit in five months

MR. MICHAEL FRANCIS, a Burton-on-Trent businessman, recently flew to New York for the third time in five months. Earlier this year he had already toured Scandinavia and Germany, covering many thousands of miles in the quest for new business. A director of Wyvern Export Promotions Ltd., Nottingham, a company which provides export sales facilities, he joined the company in February of last year and was appointed to the board of directors two months later.

In his first year with Wyvern Mr. Francis sold £50,000 of British products in the United States, and during his 20 weeks abroad he toured Scandinavia, selling toys, fashions and stationery products.

Mr. Francis was previously export sales manager for Bemrose and Sons Ltd., Derby, being responsible for developing sales in Scandinavia, Europe and the Middle East.

SPEEDY CLEARANCE FOR 'TEMPORARY EXPORTS'

Immediately following two shows in London, the Furzebrook overseas spring '72 fashion show left recently for Paris, Gothenburg and Helsinki – but not without the help of international air freight forwarder Vulcan Freight Services. It normally takes up to 10 days to get the necessary documentation clearance for 'temporary exports', so Furzebrook asked Vulcan to freight the entire show's props, including 85 creations – some of which were designed by Mary Quant and Miss T (Twiggy) – for the one male and eight female models. Vulcan got the necessary carnet in 24 hours and also made arrangements for the models to be met in each city by their agents to ensure smooth passage of all the equipment and creations through customs points. Part of a sales drive to promote Furzebrook fabrics, which include plains and patterns in Tricel, Tricelon and Dicel, the show was produced by Michael Whittaker.

3,000-mile tour for mobile demonstration unit

A MOBILE demonstration unit from the George Kent group left recently for a four-week, 3,000-mile sales tour of Eastern Europe. The tour will include Austria, Hungary, Czechoslovakia and Romania, calling at Vienna, Budapest, Brno and various places in Romania.

George Kent (Europe) Ltd., based in Vienna, organized the tour to show the group's process control and analytical instruments to Eastern European customers. Equipment in the unit includes electronic process control instrumentation recorders, controllers, flow detectors, electrolytic conductivity measuring equipment, pneumatic control valves, pH meters, water quality monitors and other analytical instruments.

Computer equipment for process control is also shown in the demonstration unit, including a Kent K70 supervisory control system and a Minic mini computer.

Seven member companies of the George Kent group are represented in the unit: Electronic Instruments Ltd., Electronic Switchgear (London) Ltd., Fielden Electronics Ltd., Introl Ltd., Kent Automation Systems Ltd., Kent Instruments Ltd. and Micro Computer Systems Ltd.

BTA's sixth 'workshop' series

'COME to Britain' salesmen will visit six countries on three continents during the 1971 series of overseas 'travel workshops' now being organized by the British Tourist Authority.

Travel workshops are a form of tourist marketing in which Britain leads the world. They enable overseas buyers – travel agents and tour operators – to meet and hold business interviews with representatives of British organizations with tourist services to sell.

This is the sixth year that travel workshops have been run by the BTA. Previous series have added many millions of pounds to Britain's annual tourist income.

In 1971 workshops will be held in:

West Berlin (July 5-8): Agents and tour operators from West Germany, Belgium and Denmark will be invited to attend. This will be a general trade promotion covering all aspects of travel, but special emphasis will be placed on activity and sporting holidays.

Los Angeles (September 12-19): Agents from the United States, Mexico and Canada will attend. This, too, will be a general trade promotion – a continuation of BTA's successful North American workshop series.

Zurich and Lyons (October 4-8): This will be a general travel promotion with emphasis on off-peak and special-interest holidays.

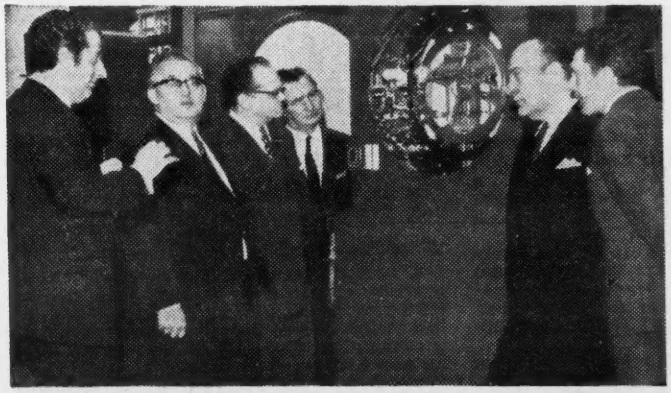
Johannesburg (October 31-November 5): Principal agents and tour operators from South Africa's major business centres will attend this workshop. Business travel, motor coach holiday and special-interest tours will be featured strongly at the meetings.

Madrid (November 29-December 2): Spain is a small but expanding market for travel to Britain. This workshop will cover off-peak, economy and special-interest holidays, and English language courses.

Visit to Italy

DIRECTORS of Marsson Industries Ltd., St. Helier, Jersey, returned recently from Italy where they discussed proposals for sales of 'Chloe' automatic chlorine control units – electronic devices which are claimed to maintain predetermined chlorine levels in swimming pools.

Development work on 'Chloe' – a British invention – was done in Jersey, but units are manufactured by Texas Instruments Ltd., Bedford.



During a recent liaison visit to Birmingham, a party of businessmen from the Chamber of Commerce of Czechoslovakia toured the works of weighing-machine manufacturers W. & T. Avery Ltd. In the picture, Mr. P. J. Henbury, Avery's regional manager Europe (left), discusses a dial indicator for a weighbridge with (left to right) Mr. L. Cerny, president of the Czechoslovak Chamber of Commerce, Mr. L. Maly, chairman of the Chamber's British Section, Mr. E. J. Rees, Avery's export manager, Mr. L. Kitka of East Slovakia Engineering Works, and Mr. J. Hanslik, secretary to the Chamber's British Section. Mr. J. Jiracek, Commercial Counsellor of the Czechoslovak Embassy, was also present on the tour.

Part of a group of 21 Spanish engineering students inspecting a Nickels automated capstan lathe with Mr. Roger Hill (third left), export manager at Walker Crosweller and Co. Ltd. of Cheltenham. The students, led by their professor, Don Ignacio Martin Artajo, (left), were in England for five days to look at some aspects of British industry as part of their final year programme. They had a special interest in the industrial instruments manufactured by Arkon Instruments Ltd., a subsidiary of the Walker Crosweller Group.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Nitrogen generators order from Spian

Air Products have won a £250,000 order to design, manufacture and supply two cryogenic nitrogen generators to the Altos Hornos de Vizcaya SA steelworks near Bilbao in northern Spain. The contract was signed in the face of strong competition from continental suppliers.

The identical plants have been designed by Air Products' cryogenics systems division at New Malden, Surrey, and will be manufactured at the company's Acrefair works in North Wales. Work has already started on the plants' air separation units and the components will be shipped in July for assembly in Spain.

Distillation plant for Haifa

The Kestner metal propellers division of APV Mitchell Ltd., Croydon, are to supply a number of distillation devices to Haifa Refineries Ltd. Various carbon steel chimney trays, vapour dispersers, spray distributors and demisters are to be supplied, with two carbon steel Glitsch grids. The larger of these is to be 16 ft. in diameter by 10 ft. deep.

The total contract price is over £15,000 and the items are destined for the Ashdod refinery expansion.

RAPID sales

Montecatini Edison SpA, Milan, and the Institut für Schiffbau, Rostock, German Democratic Republic, have both bought the National Computing Centre's design package RAPID (Resource Allocation and Piping Isometric Drawings).

In Milan, the programs of the system have been implemented on a UNIVAC 1108 computer, accessed from a UNIVAC 9300 terminal, a Calcomp plotter being attached to the 9300.

In Rostock, the system will be installed on a CDC 3300.

Australian contract

Davy-Ashmore's subsidiary in Stockton – Ashmore, Benson, Pease & Co. Ltd. – working in association with Davy-Ashmore Pty. Ltd., Melbourne, have been awarded a contract for the design, supply and erection of two rotary copper converters and associated equipment to be installed at Tennant Creek, in the Northern Territory of Australia, for Peko Wallsend Metals Ltd.

Davy-Ashmore companies are now working on a number of contracts in the expanding non-ferrous metals field, notably The Power-Gas Corporation, which is currently engaged on copper plants in India and Africa – one of which is the world's largest copper solvent extraction plant – and a zinc/lead complex in Yugoslavia; Loewy Robertson Engineering Co. Ltd. are also engaged on contracts for mills in Italy, Norway and Yugoslavia producing copper, brass, nickel alloy and aluminium.

£250,000 Finnish order

An order, initially worth over £250,000 to rebuild a paper-making machine for a mill in Helsinki, Finland, has been awarded to Millspaugh Ltd., Sheffield, in the face of fierce international competition from Europe and Scandinavia.

The contract, with Tervakoski Osakeyhtio, is one of the most important secured by Millspaugh in Finland. It brings export orders gained in the current financial year from October 1970, to 73 per cent of overall production, including contracts with Latin America, Europe and Canada.

Equipment for new tanker

Todd Combustion Ltd., Swanley, Kent – a member of the CEA Group – is supplying equipment for Lofoten Maratime Enterprises' 97,000 dwt diesel-driven tanker being built at the Astilleros Espanol group's Sestao yard.

The order, for a standard, fully automatic control system, comprises furnace equipment, pumping and heating set, automatic ignition system, remote control sequencing burners and combustion control. This control system has been specifically designed for use in conjunction with inert gas plants.

Todd Combustion, a leading company in automated marine equipment, is currently fulfilling a number of orders for companies with ships under construction throughout Europe.

Swedish order

BRZ Ltd., Teddington, Middx., who manufacture emery board, have received their first order from a Gothenburg wholesaler of chemists' sundries for 560,000 emery boards. These are to be supplied in 70,000 self-service packs of eight emery boards to a pack.

The company began exporting in 1968 and up to the end of March 50 per cent of last year's production was for export. Countries already buying from them are Cyprus, France, Iceland, Monaco, New Zealand and Norway.

£18,000 order from Iran

Compass Chemicals Ltd., Bristol, announce an order valued at over £18,000 for the supply of tar oil-based disinfectant fluids to Iran. The order is being prepared at the Bristol factory of their principals, Butler Chemicals Ltd.

42 million tablets for Tanzania

Smith & Nephew Pharmaceuticals, Welwyn Garden City, have been awarded the largest contract in their history – for 42 million tuberculosis tablets. The order, worth nearly £40,000, has been placed by the Tanzania Government and the tablets will be manufactured at the company's Hull factory. This quantity of tablets is the equivalent of one year's treatment for about 42,000 patients. Deliveries will be completed by late summer.

Expansion of system in Chile

GEC-AEI Telecommunications Ltd., Coventry, have obtained orders worth £250,000 from Empresa Nacional de Telecommunicaciones SA (ENTEL), the national telephone operating company in Chile. The orders include equipment for expanding the 1,120-mile microwave radio system already supplied by GEC under a contract won in the face of keen international competition.

Glass lids for Swedish pans

A further order for 50,000 glass lids for a new design of frying pan developed in Scandinavia has been won by the special markets division of James A. Jobling & Co. Ltd., Sunderland. The pan is marketed by Kjell Bjelland, Oslo, who placed an initial order for 50,000 lids last year.

Navigational aids to Iraq

The navigational aids division of AGA (UK) Ltd., Brentford, Middx., have received a substantial order from the Iraqui Ports Authority for navigational aids and welding acetylene cylinders. The order, for completion during 1971, consists of 10 AGA B200 7ft. 6in. steel buoys with daymarks, RAD-51 radar reflectors and mooring bridles. The buoys are fitted for acetylene lighting, and carry AGA 200 mm. lanterns.

Also included within the order are four pairs of AGA LFTA-21 acetylene range lanterns with 204 mm. diameter cut and polished lenses; together with 100 dissolved acetylene accumulators for use with the navigational aids; 100 welding cylinders have also been ordered.

Rise in turnover

Export turnover of Dunlop's International Sports Company in the first quarter of 1971 rose 20 per cent compared with the same period of the previous year. In 1970 the company reached a record figure of £5 million and sights have been set on a £6 million target for 1971.

Mr. George Carr, general manager, recently returned from a sales visit to the United States and Canada, two of the company's most important markets.

The compay operate seven factories in the United Kingdom – at Barnsley, Horbury and Keighley, Yorks.; Hillington, Glasgow; Speke, Liverpool; and at Waltham Abbey and Saffron Walden, Essex.

Doppler docking radar for Okinawa

The fourth installation in Marconi Marine's order book for SAMI (Speed of Approach Measurement Indicator) doppler docking radars was recently commissioned at the Gulf Oil sea-island terminal off Okinawa in the Ryukyu Islands.

Ordered by the Chiyoda Chemical Engineering & Construction Co. Ltd., Tsurumi, Japan, for Gulf Asian Terminals Inc., the SAMI installation will greatly assist in the manoeuvring and docking operations of the 326,000-dwt tankers which run to Okinawa.

Orders for SAMI installations have also been received from Dhahran in the Gulf; St. Croix, Virgin Islands; Slagen, Norway; Seven Islands, Canada; and Hay Point in Northern Queensland, Australia.

£30,000 order from Canada

A £30,000 order from Canada has been received by E. Allman & Co. Ltd., Chichester, Sussex, following the Canada Farm and Industrial Equipment Show at Toronto earlier this year, at which the company exhibited. The order is for 400 propionic acid applicators to be used for the treatment of stored maize for stock feeding.

The company has set up a marketing organization in Ontario – Agrisell Ltd. – to handle the full range of Allman spraying equipment and applicators.

Mobile workshop for Iran

Intended for use on airfield construction in Iran, a fully equipped mobile workshop has been supplied by J. H. Sparshatt & Sons Ltd., Portsmouth, commercial vehicle bodybuilders.

Built on an Albion 4 x 4 10ft. 10in. wheelbase chassis, the workshop was the most specialized of 41 vehicles ordered by the Iranian Government from British Leyland. The order was passed to Sparshatts by the British Leyland overseas division. The body, which has an inside length of 17ft. with a clear standing height of 6ft. 1in., is of rigid steel construction.

Roof supports for West-Germany

Dowty have won an order from West Germany for power-operated mine roof supports initially worth more than £100,000. The order is for five-leg, 150-ton, thin-seam chocks which will be used in the Reisbach mine.

This is the first full-face installation of Dowty supports in West Germany.

Over 70 coal faces are equipped with similar chocks throughout the world, recent large orders having been announced from countries ranging from North and South America to Eastern Europe.

Bandages to Cuba

T. J. Smith and Nephew Ltd., Hull, surgical dressing manufacturers, have won an order worth nearly £30,000 to supply 400,000 plaster of paris bandages for hospitals in Cuba. The order has been placed by the Cuban Government and deliveries will be completed within the next few weeks.

The company currently export 45 per cent of their output to all parts of the world.

Contract for aviation fuel dispensers

A contract for five 'Rhine' aircraft fuel dispensers has been placed with the transporter division of the Clarke Chapman-John Thompson group by the central purchasing office of the Royal Dutch/Shell group of companies in the Hague.

The dispensers are being purchased on behalf of oil companies who provide fuelling services at the new Jan Smuts airfield hydrant system in Johannesburg.

This contract brings the total number of dispensers ordered from Chapman-Thompson by Shell to 20 in less than 18 months.

Infra-red system as diagnostic aid

Doctors at Cape Town's Groote Schuur hospital are to use infra-red techniques in diagnosing breast cancer, thrombosis and other ailments following the purchase of a 'Thermoscan' thermal imaging system from EMI. With this electronic equipment, claimed to be the first British system of its type, the hospital will be able to assess or investigate quickly disorders which disturb the body's normal heat distribution, by obtaining a heat 'picture' of a suspected area of infection.

The order for the system was placed with EMI Electronics Ltd., Feltham, Middx., by EMI group's South African subsidiary in Johannesburg, which won the contract.

£7,000 furniture order

Vono Ltd., Tipton, Staffs., recently received a single contract to supply upholstered furniture and metal divan beds to a value of £7,000 for a government in the Middle East. The merchandise, which will be shipped from the company's factory during the next few months, consists of beds, armchairs and settees. They will be used for furnishing military quarters.

Vono's exports for the first three months of 1971 are nearly 10 per cent higher than for the same period last year.

Malawi radio system extension

A 200-mile microwave-radio relay system in southern Malawi is to be extended into the northern region under the terms of contracts recently placed with GEC-AEI Telecommunications Ltd., Coventry. The project is part of the Malawi Governments three-year development programme, and these extensions bring the total value of the GEC system to £250,000.

The present system now being installed by GEC engineers in conjunction with Malawi P. and T. Department staff, links Lilongwe, the new capital, with Blantyre (Limbe), the major industrial and commercial centre, and Zomba, the present capital. The extension will link Lilongwe with Mzuzu, the principal town in the north.

10,000 meters for New Zealand

The annual contract for domestic electricity meters for Christchurch, New Zealand, has been awarded through their long-established agents, Arthur D. Riley & Co. Ltd., of Wellington, to Ferranti Ltd., Hollinwood, Lancs. The order for 10,000 20/80 amp. single-phase credit meters reflects Ferranti's continuing success in New Zealand, which has for many years been one of their most important markets.

Exports doubled in three years

During the past three years Motor Rail Ltd., Bedford, doubled the annual value of their gross export earnings – the figure for the financial year ended on March 31, 1971, was £460,000 (£231,000 during 1968/69).

The company manufactures narrow-gauge diesel locomotives, trailers and fork-lift truck attachments, and in locomotives alone export sales accounted for 91.4 per cent of total production.

During the past year new markets included Turkey and Somalia. Other markets included Canada, India, Pakistan, Zambia, Malaysia, the Cameroons, Ghana, United Arab Republic and Kenya.

Canada – where the International Nickel Company has in the past four years taken 71 of the highly successful 'U' type locos specially designed for Canadian mining service – is now firmly established as Motor Rail's major overseas market.

£500,000 German sales forecast

Hydrovane Compressors Co. Ltd., Redditch, forecast sales in Federal Germany of more than £500,000 this year, through their subsidiary in Cologne.

Before launching the German project three years ago, Hydrovane's sales to the Republic were less than £10,000 a year. Hydrovane Kompressoren GmbH more than trebled this in the first year of operation, and recently announced that orders won in the past 12 months totalled £350,000 (ex UK).

The company – well served by distributors throughout the rest of Europe – is investigating the potential of subsidiaries in other markets. Exports are 40 per cent at present.

Record April exports

Multitone Electric Co. Ltd., pocket radio paging system specialists, report record exports in April – 35 per cent higher than the previous best month. Overseas sales showed a four-fold increase over the past five years.

Multitone equipment is now in use in more than 70 countries and the increasing sales and marketing efforts are supported by multilingual staff.

Valves for Algerian pipeline

A £130,000 contract to supply over 1,000 ball valves for a new low-pressure gas condensate pipeline being built between Hassi Messaoud and Arzew in Algeria for the Algerian State Oil and Gas Company, Sonatrach, has been awarded to Weir-Pacific Valves Ltd., Queenslie, Glasgow, a member of the Weir Group.

The order, won against intense foreign competition, was placed by Willbros (UK) Ltd., London, a subsidiary of the American-based William Brothers Company, main contractor to Sonatrach for the new pipeline.

Installations for four new vessels

A fully comprehensive order, worth more than £85,000, for communications and navigational aid equipment for two new self-loading container ships and two fruit ships, has been placed with Marconi Marine, Chelmsford. The vessels are being built in Spain and Japan for Fyffes Group Ltd., London.

Oxygen plant to be built in Congo

Nearly £600,000 will be added to British exports as a result of a contract won by Air Products Ltd. to design, manufacture and supply a 200 tons day high-purity oxygen plant to the Democratic Republic of the Congo. Société Générale des Minerais of Brussels, consultants to Société Générale Congolaise des Minerais, awarded the contract, which includes the supply of oxygen compression machinery and cylinder-filling equipment for general services at the Lubumbashi refining works.

The plant has been designed at Air Products' New Malden, Surrey, head office, and will be manufactured at the company's works at Acrefair, North Wales.

This success follows the recent announcement of a contract worth £250,000 to supply two nitrogen generators to Spain.

Share in £5.25 million French contract

The Power-Gas Corporation Ltd. announce that their French subsidiary, Compagnie Power-Gas, in association with Technip, will supply a new turnkey methanol plant at Villers-Saint-Paul, France. The construction of the 600 tons/day plant was announced recently by Ugine Kuhlmann.

When this plant start production, in two years, Ugine Kuhlmanns methanol output will be more than doubled and will be greater than the present (1970 figure) total French production of methanol.

The contract, valued at approximately £5.25 million, between Ugine Kuhlmann and the Technip/Power-Gass association, is for the complete design and construction of the plant, with offsite services, including tankage and road- and rail-loading facilities.

This is the sixth contract awarded to Power-Gas for plants to produce methanol based on the ICI low-pressure process.

Drainage systems in demand

Introduction of new systems of drainage, using specially designed plain-end vitrified clay pipes with polypropylene couplings, is fast opening up new markets overseas for the systems' developers and manufacturers, Hepworth Iron Co. Ltd., of Hazlehead, Stocksbridge, Sheffield.

Three Hepworth systems – HepSleve, HepSeal and HepDuct – have been specified by Bechtel International for the extension they are constructing to the Pladgu Refinery in Indonesia.

HepSleve and other Hepworth drainage systems are being used for the schools building programme in Malawi, and are approved and specified by the Ministry of Works for independent and Government sewerage schemes in Mauritius.

HepSleve and HepSeal were also used for the £3,500,000 Bulebel industrial estate in Malta when it was found that import of standard pipes resulted in a high percentage of breakages.

GLOBE-SPANNING CONTRACT

A former apprentice has won for his company an honour for one of the new type of export orders which are beginning to become a feature of the age of advanced technology – not a direct export from one country to another, not even Britain's 'invisible' exports, but the new kind of contract which involves companies half across the globe.

He is 31-year-old Mr. David Stamford, of Luton, now a marketing engineer with Kent Instruments – a member of the George Kent group. He has won a certificate of merit in the National Westminster Bank's 'Young Exporters' Awards, for clinching a £330,000 order for the complete process control instrumentation of the Aluminium Company of America's (Alcoa) new smelter at Pinjarra, Western Australia.

The efforts made to win the contract were considerable, involving the co-operation of Kent engineers in Australia, the United States and the United Kingdom. Two recently introduced instruments formed the basis of the quotation – this meant that Mr. Stamford's team had to convince Alcoa of the technical quality of the Luton-designed and engineered products as well as showing them that Kent had effective commissioning and service facilities in Australia and could manage a complex international project successfully.

Seven-day demonstration

These problems were met by sending a research engineer on a seven-day tour to Australia and America to demonstrate the instruments to the Australian engineers, and to their United States counterparts at Alcoa in Pittsburgh. At the same time Mr. Stamford flew straight to Pittsburgh to negotiate with the Alcoa engineers.

Four days after returning from the initial visit Mr. Stamford again went to Pittsburgh to put Kent's case and after two days of hard bargaining closed the deal in March last year.

Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877); Export Services Division (ESD) and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations and Decisions may be seen on application.

General

Regulation (CEE) No. 974/71 relates to short-term economic policy measures to be taken in the agricultural sector following the temporary setting up of floating exchange rates for the currencies of certain Member States (*Journal Officiel* No. L106 dated May 12, 1971).

Regulation (CEE) No. 1013/71 contains the methods of application of **Regulation (CEE) No. 974/71** relating to certain short-term economic policy measures to be taken in the agricultural sector following the temporary setting up of floating exchange rates for the currencies of certain Member States (*Journal Officiel* No. L110 dated May 18, 1971).

Regulation (CEE) 1014/71 fixes the countervailing amounts specified by **Regulation (CEE) No. 974/71** relating to certain short-term economic policy measures to be taken in the agricultural sector following the temporary setting up of floating exchange rates for the currencies of certain Member States (*Journal Officiel* No. L110 dated May 18, 1971).

Regulation (CEE) No. 1033/71 modifies **Regulation (CEE) No. 1014/71** in so far as it concerns certain countervailing amounts in the agricultural sector following the temporary setting up of floating exchange rates for the currencies of certain Member States (*Journal Officiel* No. L112 dated May 20, 1971).

Milk and milk products

Regulation (CEE) No. 1005/71 establishes special conditions for the granting of refunds on exports of butter to zone E (*Journal Officiel* No. L109 dated May 15, 1971).

Oils, fats and oil seeds

Regulation (CEE) No. 1012/71 modifies **Regulation (CEE) No. 1470/68** relating to the taking and reduction of samples and also the determination of the content of oil, impurities and moisture in oil seeds (*Journal Officiel* No. L110 dated May 18, 1971).

Decision No. 71/198/CEE authorizes Germany to permit until September 30, 1971 inclusive, the marketing of certified rapeseeds subject to less stringent requirements (*Journal Officiel* No. L111 dated May 19, 1971).

Forestry plants

Decision No. 71/197/CEE authorizes Member States to permit the marketing of propagation materials of Pseudotsuga menziesii (Mirb) Franco., and Picea sitchensis Trautv. and Mey. and Pinus Strobus L. subject to less stringent requirements (*Journal Officiel* No. L111 dated May 19, 1971).

EDB Ext. 7174, 408

Netherlands

MUSTARD DECREE (COMMODITY ACT): The Netherlands *Staatsblad* No. 1971/256 contains the text of the decree of March 15, establishing the Mustard Decree (Commodity Act). This decree deals with definitions, requirements (e.g. in regard to preservatives and colouring matter), packaging and labelling of mustard. The decree comes into force on June 1.

EDB Ext. 288, 408, 423, 7175

Italy

TAX CHANGES – JEWELLERY, FILM PROJECTORS, MACHINERY AND EQUIPMENT: A circular published in the Italian *Informazioni per il Commercio Estero* of April 28 sets out the following amendments to the classification of goods for general turnover tax (IGE) purposes.

1. Necklaces of cultivated pearls with fastenings of gold or silver and gold rings with brilliants shall attract an IGE rate of 7 per cent instead of 20 per cent as in the previous classification (see *Trade and Industry* of November 18, 1970 (page 280).

2. An IGE rate of 4 per cent is applicable to imported film projectors intended for educational use on submission of a signed declaration by the user to this effect.

3. Imports of machinery and equipment needed for reconstruction work in certain devastated areas in the Province of Genoa are exempt from general turnover tax (and the corresponding compensatory taxes) if a statement to this effect is given by the exporter. The declaration must mention the exact position and locality concerned and should be endorsed by the buyer who will then assume responsibility for the use of the goods. A list of the districts and localities concerned appeared in Italian Decree-Law No. 723 of October 16, 1970.

EDB Ext. 466, 467, 482

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

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Contact: – Dr. FRY'S TRANSLATION SERVICE

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 5087 and 7163

Denmark

TARIFF CHANGES: The following changes in the Danish Customs Tariff took effect on April 1, 1971:

BN Heading	Description of goods	Previous rate of duty	Present rate of duty
ex 08.10	Berries, preserved by freezing, intended for the manufacture of freeze-dried products falling within headings 08.12 or 11.04	27%	12%
ex 29.15.140	Phthalic acid and phthalic acid anhydride	8 ore per kg	Free
ex 35.03.500†	Glues derived from bones, intended for the manufacture of gummed tape	10·8%	Free
ex 38.12†	Prepared glazings, prepared dressings and prepared mordants for use in processing leather	6%	Free
ex Chapter 39†	Hollow profiles of artificial plastic material intended for the manufacture of windows and window frames, doors and door frames	11·1%	Free
ex Chapter 39†	Special plastic-impregnated paper intended for the manufacture of laminated wooden sheets	11·1%	Free
ex 39.07.904	Tubes and pipes and tube and pipe fittings with an internal diameter of 100 mm or more, fitted with sleeves	13·4% but not less than 180 ore/kg	13·4%
ex 39.07.909†	Clasps and fittings of artificial plastic material intended for the manufacture of travel goods, handbags and other articles falling within heading 42.02	13·4% but not less than 180 ore/kg	Free
ex 48.07 and ex 48.13	Paper printing sheets in rolls for other printing machinery (BN 84.35)	10·2%	Free
ex 59.01.291	Cigarette filters	50 ore per kg but not more than 15%	Free
ex 59.02.009	Artificial needle-loom felt used as ground tissue for the manufacture of tufted carpets	6·4%	Free
ex 74.07†	Tubes and pipes with wall thickness not exceeding 0·35 mm	5%	Free
ex 84.06.500†	Motors for lawn mowers falling within heading 84.25.601	3%	Free
ex 84.24.910	Plough handles	2·1%	Free
ex 85.01†	Gear motors for vending machines (BN 84.58)	11·4%	Free
ex 85.19.632†	Carbon potentiometers	8·5%	Free
635†	(Variable resistors)	13·2%	Free
92.12.200	Gramophone records (other than for the teaching of languages)	350 ore/kg	Free

† Duty exemption is granted provided that the goods are not manufactured, or are manufactured only in negligible quantities, in Denmark.

EDB Ext. 458, 459, 461

Turkey

COMPONENTS FOR BUS CHASSIS AND BODIES: The Turkish *Officiel Gazette* No. 13814 of April 19 lists the components which can be imported under the $1,600,000 Assembly Industry Quota in the 1971 import programme for the materials for manufacture of bus chassis and bodies. The details are as follows:

Tariff No.	Description
87.02.14 / 87.04.90	Parts and components for the manufacture of bus engine-chassis and bus bodies only. (Parts not importable are shown below)
73.19	Solid drawn steel tubing less ½ in. i.d.
73.32	Iron and steel bolts, nuts, screws
76.16.10	Aluminium screws, bolts
84.59.91	Parts and accessories for air-blowing type bus heaters (motor, de-icer, turbine and fan excluded)
85.14.12	Microphones
85.15.90	Antennae
91.03	Dial instruments for mounting in motor vehicles

Parts not importable

Tyres; front and rear springs; spring blocks and studs; grease fittings; front and rear bumpers; king pins; brake linings, clutch linings; spare tyre carriers (suspenders); metallic or wooden bodies of any type; window weatherstripping; seats and upholstery; floor-mats and brake treads; ruberb radiator hoses; oil scale; interior linings; aluminium profiles and trims; aluminium tube fittings; batteries, battery carriers; fastenings and connections; spark plug cables and other cables; headlight, stop-light and signal lamp lenses of plastic; exhaust mufflers and piping; brake and clutch pedals; door handles with lock; paints; jacks; tyre pumps; grease guns; oilers; tyre levers; starter cranks and starter jaws; radios; cigarette lighters; wheel caps; fuel tanks; internal door-handles; ash trays; spark plug wrenches and lug wrenches; door hinges; air filters (cleaners); flat and curved safety glass; brake drums; radiators; brake shoes; lug bolts and nuts; radiator shrouds; steering wheels; headlight; stop-light and signal light bezels; chassis frame side arms (beams); all sorts of pressed steel parts; ceiling ventilators; window cranks; complete heater assemblies; windscreen wiper motors (electric); complete windscreen wiper mechanism assemblies; wheels (Trilex wheels excluded).

Engines, transmission and differentials may be imported in completely assembled or CKD state. (If engines are imported CKD, then oil seals, steel shell copper alloy engine bearings and cylinder liners up to 200 mm bore cannot be imported).

EDB Ext. 420, 475

France

GLOBAL QUOTAS FOR PETROLEUM PRODUCTS: The French *Journal Officiel* of May 12, announced the opening of quotas for imports from all countries of the petroleum products listed below:

Code No.	Tariff No.	Product
210	27.09 A	Petroleum oils and oils obtained from bituminous minerals, crude
220	27.11 A	Commercial propane and commercial butane
223	27.10 C I ex C II	Gas oil and domestic fuel oils
224	27.10 A	Light oils
225	27.10 C III ex 34.03A	Lubricants and lubricating preparations
225 bis	38.14 B I a and miscellaneous	Lubricating additives containing petroleum oils or bituminous minerals, petroleum raw materials for their manufacture
227	ex 27.13 B	Mineral waxes, paraffins
DICA	Miscellaneous	Miscellaneous petroleum products

Requests for import licences should be addressed to the Direction générale des douanes et droits indirects (Division E), 8 rue de la Tour des Dames, Paris 9e, where they will be examined as and when they are received. Importers must include on their licence applications the tariff number and description and the customs statistical code number. Applications already lodged and on which no decision has been made by May 22 will be considered void.

EDB Ext. 423, 408, 288

Spain

IMPORT QUOTA – PAPER-MAKING MATERIAL: The Spanish *State Gazette* of May 7, announced an extension until July 31, 1971, with three per cent import duty and a specific duty of 0.10 Pesetas per kilo on the following:

Tariff Heading	Description	Quota in tons
47.01 A	Mechanical pulp	90,000
47.01 B I a	Unbleached sulphate chemical pulp	100,000
47.01 B I b	Chemical pulp, sulphate of soda, other than unbleached	600,000
47.01 B 2 a	Unbleached bisulphate, chemical pulp	30,000
47.01 B 2 b	Chemical pulp, bisulphate other than unbleached	600,000
47.02 B	Waste paper and paperboard, fit only for use in papermaking	200,000

EDB Ext. 460, 462

HOME COMPENSATION TAX LEVY: In the *State Gazette* of May 10, the Spanish authorities announced the following reductions in their Home Compensation Tax, valid until July 23.

Tariff Heading	Description	Home Compensation Tax Levy Percentage reduction
03.02 A	Cod fish	100
09.01 A	Coffee not roasted	40
23.01 B	Flours and meals of fish	100
26.01 A 2	Iron ore, other than roasted ironpyrites	75
27.01 A	Coal for coking, imported by iron or steel coking-plants for their use in steel manufacture only	100
31.02 A	Natural sodium nitrate containing no more than 16·3% of nitrogen	100
57.03 A	Jute, raw or retted	50
73.03 A 2	Waste and scrap metal of iron and/or steel, graded	75

EDB Ext. 460, 462

(Continued on next page)

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20 bis Rue Alfred Rossel, Cherbourg, Manche 50, France
Telephone: Cherbourg 53 25 72. Telex: 77726

GOODS IN TRANSIT THROUGH FREE PORTS OR TERRITORIES: Notice was given in *Trade and Industry*, dated Feburary 2, (page 365), of regulations governing goods shipped to a Spanish free port or territory. These new regulations do not apply to the free zones on the Spanish Mainland and the Balearic Islands where goods may remain in a bonded warehouse from four to six years before incurring penalties. Importers are granted a period of 20 days from unshipment in which to decide whether to use bonded warehouse facilities or dispose of the goods in some other manner.

EDB Ext. 460, 462

INSPECTION OF IMPORTED TEXTILE FIBRES: The Spanish *State Gazette* of May 1, announces that after this date it is no longer necessary for certain imported textile fibres to be inspected by SOIVRE (Servicio Oficial de Inspeccion Vigilancia y Regulacion de Exportaciones). The suspension of the Order applies to the following:

BN 56.05 and 06. Discontinuous threads of synthetic (man-made) and artificial textile fibres (or from waste of same), whether or not prepared for retail sale.

EDB Ext. 460, 462

Austria

REVALUATION OF THE SCHILLING: The Austrian schilling was revalued by 5.05 per cent on May 9. The following maximum and minimum exchange rates came into effect on May 10 and are valid for US$1 dollar and £1 sterling, and for 100 units of other stated currencies.

	Maximum	Minimum
Pound Sterling	60·475	58·334
United States Dollar	24·99	24·51
Swiss Franc	623·192	589·183
French Franc	453·333	437·992
Italian Lire	4·027	3·894
Danish Kroner	335·717	324·368
Norwegian Kroner	352·468	340·417
Swedish Kroner	486·66	470·216
Portuguese Escudos	87·931	84·285
Spanish Pesetas	35·969	34·754

CRE Ext. 2338, 2339

Iran

IMPORT REGULATIONS: The Iranian Ministry of Economy has issued lists covering the import of certain machinery, their spare parts and accessories, which are, and are not, subject to the prior permission of the Ministry.

The Iranian Ministry of Economy also notifies that the registration of orders for the following imports do not require prior permission of the Ministry:

Tyres and tubes for passenger cars, trucks, buses and tractors
Ironware: iron and steel bars and rods; iron and steel circular sections (excluding those of a diameter of 11 to 32 mm); iron and steel beams (excluding those from 20-50 mm)
Wines and Spirits: wine; champagne and other sparkling wines; vermouth and the like; all fermented beverages except grape juice; cognac and the like; rum; whisky; gin; liqueurs. (The registration of orders for gin and whisky concentrates, however, are subject to Ministry permission)
Butter
Ozalid paper: transparent Ozalid paper (transparent vacoral).

EDB Ext. 420, 475

Israel

TARIFF AMENDMENTS: Amendments have been made to the Israeli Customs Tariff which affect the following tariff item numbers:

73.24 Ex 84.21 Ex 84.58 Ex 85.20 Ex 87.02 Ex 87.04 Ex 87.14

EDB Ext. 420, 475

Republic of South Africa

IMPORT AND EXPORT OF MAIZE AND MAIZE PRODUCTS: South African *Government Gazette* notice No. R.89 of April 30, prohibits the import into or export from the Republic of maize and maize products except under authority of a permit issued by the Secretary for Agricultural Economics and Marketing. Maize products are defined as 'cracked maize, crushed maize, maize meal, maize bran, hominy chop, maize germ, maize starch or any commodity which contains a substantial proportion of any one or more of the said products, maize dextrin, maize dextrose, maize gluten and maize oil.'

EDB Ext. 471/2/3

IMPORT OF BUTTER AND CHEESE: South African *Government Gazette* notice No. R.102 of May 14, prohibits the importation of butter and cheese (including process cheese) except by the Dairy Industry Control Board or by a person authorized by permit. The notice also declares that the total quality of butter and cheese so imported during a specified period shall not exceed a quantity approved by the Minister.

EDB Ext. 471/2/3

POTATO MARKETING REGULATIONS: South African *Government Gazette* notice No. R.787 of May 14 amends the regulations relating to the grading, packing and marketing of potatoes intended for sale in certain areas of the Republic.

EDB Ext. 471/2/3

CYPRUS AND BULGARIA: The existing Trade and Payments Agreement between Cyprus and Bulgaria (see *Board of Trade Journal* of April 1, 1970) contains provision for automatic extension year by year until December 31, 1974. In an exchange of Notes the two countries have confirmed extension of the validity of the commodity lists which form part of the agreement for a further period of one year, i.e. until December 31, 1971.

EDB Ext. 466, 467, 482

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standars organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

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South Korea

IMPORT RESTRICTIONS ON CONSTRUCTION EQUIPMENT: The Korean Ministry of Commerce and Industry have restricted for import into Korea a number of items of construction equipment. Anyone wishing to import such equipment would have to apply to the Ministry of Commerce and Industry and would only receive approval if the Ministry of Construction supported the application. A complete list of the restricted items is available from the Export Services Division of the Department of Trade and Industry.

ESD Ext. 475, 420

KOREA INVESTMENT AND FINANCE CORPORATION: The Korea Investment and Finance Corporation will open for business this July. It is designed to supply short term operating capital to local enterprises and to attract money in circulation for use in its financing. It is, in effect, a joint venture between local and foreign investors. It will dispose of resources equivalent to nearly £2 million of which 60 per cent will be supplied by local investors and 4 per cent by foreign investors.

CRE Ext. 2252

New Zealand

DEFERMENT OF TARIFF AND DEVELOPMENT BOARD INQUIRY – CAST ACRYLIC SHEET: The New Zealand Tariff and Development Board inquiry into import licensing affecting cast acrylic sheet, set down for Tuesday, June 8, 1971, has been deferred pending possible reconsideration of the terms of reference. The new date for this inquiry will be published in due course. Details of this inquiry were published in *Trade and Industry* of March 24, pages 674-5.

CRE Ext. 2321

CANCELLATION OF TARIFF AND DEVELOPMENT BOARD INQUIRY: The New Zealand Tariff and Development Board inquiry set down for Wednesday, June 23, 1971, into the possible addition of zinc coated electrostatic copy paper to Schedule A of the New Zealand-Australian Free Trade Agreement has been cancelled. Details of this inquiry were published in *Trade and Industry* of April 21, page 163.

CRE Ext. 2321

EMERGENCY PROTECTION AUTHORITY – CLICKING PRESSES: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of clicking presses. Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
84.42.00 84.59.22	Cwt.	Free 25% Can. 35%	15%	25% 60%

The Emergency Protection Authority is required to report to the Minister by June 11. The New Zealand Minister of Industries and Commerce regrets that he has not given an advance warning, and in view of the short time available for investigation, United Kingdom interests wishing to make their views known to the Emergency Protection Authority should get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706 as soon as possible. (If interested parties cannot make representations before June 11, the evidence should still be sent and it will be considered by Industries and Commerce when the Emergency Protection Authority report is put to the New Zealand Government.) The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ. Reference CRE 3064/71.

CRE Ext. 2321

Australia

TARIFF CHANGES: Details are given below of changes made in the Australian Customs Tariff by Customs tariff proposals, which came into effect on April 29, 1971, and include those consequent upon Tariff Board inquiries into the following goods:

1. Refractory products
2. Pins, hairpins, and curling grips
3. Diamond drilling machines

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1970

Tariff Item	Goods	Rates of Duty	
		General	Preferential
Omit sub-item 68.16.1, *insert* the following sub-item:			
68.16.1	Refractory bricks, blocks, tiles and similar refractory constructional goods	20%	10%
Omit items 69.01, 69.02 and 69.03, *insert* the following items:			
69.01	Heat-insulating bricks, blocks, tiles and other heat-insulating goods of infusorial earths, of keiselguhr, of siliceous fossil meal or of similar siliceous earths	20%	10%
69.02	Refractory bricks, blocks, tiles and similar refractory constructional goods, other than goods falling within item 69.01	20%	10%
69.03	Other refractory goods (including retorts, crucibles, muffles, nozzles, plugs, supports, cupels, tubes, pipes, sheaths and rods), other than goods falling within item 69.01	20%	10%
Omit item 73.34, *insert* the following item:			
73.34	Pins (other than hatpins or other ornamental pins or drawing pins), hairpins and curling grips, of iron or steel:		
73.34.1	Ordinary pins with solid metal heads; bobby pins; curling grips	30%	20%
73.34.9	Other	7½%	Free
Omit sub-item 74.19.2			
Omit sub-items 74.19.4 and 74.19.5, *insert* the following sub-items:			
74.19.4	Ordinary pins with solid metal heads; bobby pins; curling grips	30%	20%
74.19.5	Pins, not being goods falling within a preceding sub-item	7½%	Free
Omit note 14 to Chapter 84			
Omit sub-item 84.23.5, *insert* the following sub-item			
84.23.5	Diamond drilling machines:		
84.23.51	Drill rods or pipes	20%	10%
84.23.59	Other	30%	20%
Omit paragraph 84.23.91, *insert* the following paragraph:			
84.23.91	Coal cutting machines; rotary and percussive rock drills	7½%	Free

EDB Ext. 401, 468, 469

TARIFF BOARD INQUIRY ON BED TICKING: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of bed ticking (tariff item 55.09.390). This reference has been made as a result of representations by local industry. Details of the tariff item under which the above-mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch.

This matter has been reported by the British High Commission in Canberra which has been asked to notify the Australian authorites at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than June 21, 1971. Before this date therefore, United Kingdom

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Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting Ref. No. CRE 1760/71.

CRE Ext. 2318, 2319

RESULT OF SPECIAL ADVISORY AUTHORITY INQUIRY ON CHERRIES: A notice was published in *Trade and Industry* on April 28, to the effect that a reference had been made to the Australian Special Advisory Authority in respect of cherries. The inquiry has now been held, and as a result temporary additional duties of six cents per pound on brined cherries and 22 cents per pound on drained cherries have been imposed with effect from May 25, 1971. These new duties do not apply to goods in direct transit to Australia on or before April 22, provided they are entered for home consumption on arrival. Purchasers of locally produced cherries from Australian brineries may import under by-law three pounds of similar cherries for each one pound purchased locally since April 22, as local industry is unable to supply all Australian requirements. Further details will be published as soon as possible.

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Colombia

CHANGES TO THE COLOMBIAN IMPORT LISTS: External Commerce Council Resolution No. 06 of February 23, 1971, makes a number of changes to the Colombian import lists. The changes are as follows:

Additions to the Prior Import Licence List

Tariff No.	Description
04.05 A II (†)	Eggs, other than fresh
20.02 B II (†)	Olives (including stuffed olives) put up in containers, other than airtight ones
28.19	Zinc oxide
38.14 B I	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils, other than anti-detonant additives for fuel oils based on tetraethyl lead, put up in forms or packings for sale by retail
44.14 (†)	Wood sawn lengthwise, sliced or peeled but not further prepared of a thickness not exceeding 5 mm., veneer sheets and sheets for plywood of a thickness not exceeding 5 mm.
53.11 B (†)	Woven fabrics of sheep's or lamb's wool or fine animal hair, other than pure
85.01 D V	High tension generators (fly-back)
85.19 C	Non-heating resistors, potentiometers and rheostats
90.17 B VI	Other medical, dental, surgical and vererinary instruments and appliances, including ophthalmic instruments

(†) These items were previously prohibited

Additions to the Licence-Free List

Tariff No.	Description
73.11 A I b	Cold drawn or cold rolled angles, shapes and sections of iron or steel
73.13 B II c	Sheets and plates of iron or steel, other electric, simply cold rolled, of a thickness of between 0·5 mm and 3 mm
73.13 B II d	As 73.13 B II c, but of a thickness of up to 0·5 mm
73.15 G	Wire rod of high carbon steel
75.15 P I	Sheets and plates, of a thickness of less than 3 mm, neither clad, coated nor covered, of alloy steel (special steel)
73.15 U I	Electrical sheets and plates, of a thickness of less than 3 mm, neither clad, coated or covered, of alloy steel (special steel)
73.15 W I	Magnetic sheets of a thickness of less than 3 mm clad, coated or covered, of alloy steel (special steel)
83.01 I a	Unwrought antimony

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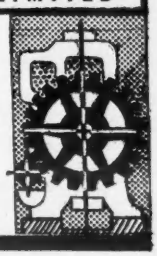

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Ecuador

BRUSSELS NOMENCLATURE TO BE ADOPTED: Ecuadorean Supreme Decree 587 of April 22, 1971, promulgates a Customs and Import Tariff Act which introduced a new tariff based on the Brussels Nomenclature.

The Act also provides for:

1. The setting up within the Ministry of Finance of a Central Valuation Office to deal with application of standards of value, minimum prices and other provisions relating to the prices of imported merchandise.
2. The imposition of import quotas deemed necessary by the Government. Quotas may be introduced, for example, in order to achieve a balance in commercial interchange with other countries.
3. The abolition of additional tax imposed on goods on Import List No. 2 as a result of tax consolidation in the new tariff.

EDB Ext. 474, 476, 7312

United States

SEWAGE DISPOSAL UNITS FOR SHIPS AND RECREATIONAL BOATS: The United States Environmental Protection Agency has published a notice proposing new regulations for the performance of marine sanitation devices on ships and boats (including recreational craft) using the navigable waters of the United States. These regulations will provide a high level of treatment for sewage discharge. Public comment has been invited on or before June 26, 1971. Copies of the proposed regulations have been sent to the Ship and Boat Builders National Federation or are available from the Commercial Relations and Exports Division.

CRE Ext. 2647

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

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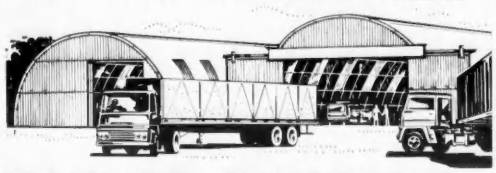

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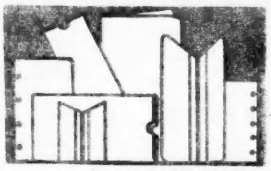

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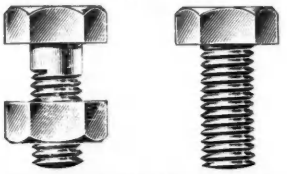

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